

NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

and Essential Oil Review

14 CLIFF ST., NEW YORK

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COMPANY

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NO. 10



(SEE PAGE 9)

AMERICAN CAN COMPANY
(STOPPER FACTORY)
NEW YORK

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THE YULETIDE SPIRIT.

We take this opportunity to wish all of our readers a Merry Christmas, and the fullest measure of delight in celebrating the Holiday of the Gift whose spirit cannot be worn out by using.

May the spirit of Christmas with its unfailing optimism and happiness; the spirit that diffuses comfort and peace; the spirit that ranks service with success, give us a clearer meaning of the precept "Good Will Toward Men."

May we cherish the inspiration of this Holiday as we pass on through the concluding chapter of the year nineteen hundred twenty. And as we face the sunrise of coming days may we take the spirit of Christmas with us and let its influence actuate our undertakings throughout the New Year.

THE SITUATION AT WASHINGTON

Our Washington report on page 363 gives the latest official alcohol news, together with other news of interest to our readers regarding trade matters. It does not look at this writing as if any tax legislation would be passed at the short session of Congress, but steps are being taken to consider the subject. A great many proposals have been made to cut some taxes and increase others, but no general plan seems to loom larger than any other. It does not seem that there is much hope of an early repeal of the luxury taxes and even the excess profits tax may not be acted upon before the new Congress assembles next March. The daily papers are full of various tax ideas, and it will be well to study and digest them, so that when something actually develops in a legislative way at Washington, our readers will be able to measure the merits of the measure accurately.

It also is quite certain nothing will be done toward amending and liberalizing the Volstead Law in its relation to legitimate manufacturers. Prohibition enforcement turns on an extra twist of tightness every once in a while, and apparently the limit is not reached. This situation will bear careful watching.

M. P. A. TARIFF COMMITTEE APPOINTED.

Again Congress is about to take up the revision of the tariff and the protection of American industries, and important as this matter always is to the perfumery, soap and allied industries, it is particularly important at this time on account of the new conditions that have developed, the importance of the readjustment period through which we are passing, and the unknown fac-

tors in the new world period that is to follow the re-adjustment phase.

The Manufacturing Perfumers' Association, always closely in touch with matters affecting the industry, has taken steps to serve the interests of its members and trade in general. The president, F. W. Jones, has appointed a committee consisting of A. M. Speihler, Rochester, N. Y., chairman; H. C. Wright (of Morana Inc., New York), secretary, and the following: Gilbert Colgate (Colgate & Co., New York); D. H. McConnell (California Perfume Co., New York); G. A. Pfeiffer (Richard Hudnut, New York); C. Beilstein (Dodge & Olcott Co., New York) and C. G. Euler, New York. The initial meeting was held in New York November 24, and another meeting on December 16.

Co-operating closely with the committee is Mr. W. L. Crounse, Washington representative, who is thoroughly versed in the needs of the industry, and well experienced in legislative matters. Congress is desirous of getting facts, and we are certain that with this able committee and its counsel, the interests of the association will be well cared for.

M. P. A. CONVENTION DATE FIXED

A meeting of the Convention Committee of the Manufacturing Perfumers' Association was held at the Drug and Chemical Club, December 11, being attended by the full committee, of which Mr. A. E. Kammer is chairman.

In view of the fact that Easter Sunday will fall on March 27, 1921, it was viewed that the week following, which has usually been selected for the annual meeting, would be too early in the spring. The dates finally determined upon, May 10, 11 and 12, will probably ensure settled and balmy weather and the place of meeting, the Hotel Biltmore, will ensure the good service that has been the rule with conventions of this association.

LET THE NATIONAL ASSOCIATION DIRECT.

The second meeting of the Aroma Club was held at the McAlpin Hotel, December 8, and was attended by nearly fifty members and guests. Again the principal topic treated was the alcohol situation from the viewpoint of the prohibition enforcement officers, and Mr. Charles O'Connor of the district of New York spoke. He made a number of startling statements which were avidly taken up by the newspapers, and a casual reader would easily get the impression that the great bulk of manufacturers of perfumes, toilet preparations, etc., in the New York district were thinly disguised booze producers.

The substance of one misleading paragraph was used as a headline by one of the New York papers, and it is easy to see that undesirable publicity of this kind will further hamper the development of the American perfume industry.

The Manufacturing Perfumers' Association is handling with ability the various problems confronting the industry, and we fail to see how independent efforts on the part of local clubs can do aught but hamper the association, no matter how well meant the independent efforts may be.

There is a local organization in Chicago which exists for social purposes, and has been effective in bringing Chicago men connected with the manufacturing and supply branches of the industry into agreeable personal contact, and there is probably a similar opportunity in New York, but we believe that it would be an error on the part of either organization to attempt to broaden its scope beyond this.

RUN AS FAST AS YOU CAN!

Richard Spillane in Chicago Journal of Commerce.

The very large part Cyrus H. K. Curtis has played in business development in America, may make it of value to bring out here and now one of the methods by which he attained success. Mr. Curtis suggested to the present writer, "Run as Fast as You Can to Stay Where You Are," as a title for an editorial at this time.

"All my business life," he said, "I have spent more money for advertising whenever a business slump came along than in normal times, and if I didn't get ahead in the race, I kept from slipping back and was in a position to shoot ahead of my competitors the moment conditions changed."

Logical? Of course it is.

Strong men breast the current, Weak ones are carried down stream by it.

If you have goods to sell tell the people. They'll buy if the goods are right and the price is right.

"Run as fast as you can to stay where you are", will pay big even if it doesn't pay immediate dividends.

It pays to advertise.

Mr. Fernand Javal, of Houbigant, Paris, spoke briefly regarding the relations between French and American perfumers, and touched again upon the legal action brought by his firm and Coty against certain raw material houses in Grasse. He added that "the Syndicate of French Perfumers in Paris, including all the leading French firms, clearly understanding we were fighting for the general interest, joined us in bringing action."

In our November issue Mr. Javal set forth his views regarding the situation rather fully, and his remarks on the present occasion covered the same ground.

FOREIGN LANGUAGES IN NEW YORK.

Thirty-two well-defined languages besides English are spoken every day in the Boroughs of Manhattan and the Bronx, New York City, the users of these languages numbering, according to the latest figures available, nearly 1,700,000 people. This fact is brought out by the New York Metropolitan Survey now being conducted by the Interchurch World Movement.

One section of the survey of the metropolitan area was designed to discover how far the Christian churches had been able to go in reaching foreign-speaking peoples through the medium of their mother tongue. So far the investigation has revealed that 184 Christian services in foreign languages are held in Manhattan and the Bronx, of which 143 are evangelical, 38 are Roman Catholic, and 3 are Greek Orthodox. The total membership of the evangelical churches holding services in foreign tongues is estimated to be 35,677.

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Enclosed find check covering renewal of subscription of your valuable paper for one year.

CHRISTMAS TIPS AND BRIBES.

Many gifts at Christmas are nothing more than bribes, says the *Commercial Bribery and Tipping Review*. Salesmen frequently take advantage of the holiday feeling to send expensive presents to their customers. Retail dealers make presents to servants who buy for rich patrons. Tipping becomes lavish to those who regularly receive gratuities, while many not remembered during the year are singled out for favors.

Many firms which think of the word "bribery" as outside their business vocabulary, allow their sales expense accounts for presents to customers. Many customers are grasping and make it known that unless such "remembrances" are forthcoming, the next time the salesman calls he will get no orders.

Under the English law against bribery, it is the condition of secrecy which makes a gift a bribe. Nevertheless, many gifts are made openly which are intended by the giver to influence the future conduct of the recipient, and therefore are as essentially corrupt as secret gifts.

The ideal situation will be when employees are paid adequately all the time for services and so do not look to gratuities for any part of their compensation, nor expect gifts at Christmas from persons who have no genuine feeling of friendship for them. This may seem a far-off ideal to many, but it is nearer realization than they think, for the tipping system has swollen to such gross proportions that it will soon break and collapse from inherent weakness.

FOR A NATIONAL BUDGET.

The prospect for legislation which will establish the National Budget upon a rational foundation seems excellent. The New York Merchants' Association has long taken an active interest in this reform as a measure of economy and to insure the reasonable apportionment of appropriations made by Congress. It recently called the attention of President-elect Harding to the importance of the enactment of a budget law and the acknowledgment pointed out that Senator Harding already has expressed his belief in the Budget System. President Wilson, in his message to Congress, also urged the repassage of a budget law similar to the one which he vetoed during the last session.

RESEARCH INFORMATION BUREAU.

The National Research Council has established a Research Information Service as a general clearing-house and informational bureau for scientific and industrial research. This Service on request supplies information concerning research problems, progress, laboratories, equipment, methods, publications, personnel, funds, etc.

Ordinarily inquiries are answered without charge. When this is impossible because of unusual difficulty in obtaining information, the inquirer is supplied with an estimate of cost. Requests should be addressed, Research Information Service, National Research Council, 1701 Massachusetts Avenue, Washington, D. C.

OUTLOOK IMPROVES IN MEXICO.

Signs of more staple and settled business conditions in Mexico and of increasing interest in trade between that country and the United States are reported by the American Chamber of Commerce in Mexico. According to a communication from this organization to the Foreign Commerce Department of the Chamber of Commerce of

BRIGHT OUT WEST AS WELL AS EAST.

(From the Wells Fargo Nevada National Bank of San Francisco.)

The country is adopting a lower price basis with relatively little disturbance and slowly but surely the war excesses are being eliminated and our overwrought credit position is being relieved. We are thus getting back towards something like a normal basis of living once more. The process is inevitably preparing the way for better times and even if there are merchandise failures here and there, the readjustment must be beneficial in the long run. It is absurd to suppose that war prices could continue indefinitely.

the United States, more than a hundred American houses have begun business in Mexico in the last two years. Besides this, numerous American manufacturers and merchants, as well as Chambers of Commerce and other associations are said to be making inquiry concerning the Mexican credit situation, the volume of business, the attitude of American concerns and other important phases of the general trade situation across the Rio Grande.

The American Chamber in Mexico says that banks and commercial agents report that in every part of Mexico business is better than it ever has been, and that Americans in Mexico feel greatly encouraged.

The letter continues: "The American manufacturers are learning to pack well, and the principal hindrance now to trade between the two countries is the lack of understanding on the part of the American manufacturer of the stability of the Mexican house which is its customer. No American house will lose money in Mexico if it will follow the same system that it uses in its business in the United States, and will get a report from Dun and from its own agent in Mexico upon its customers, and then decide upon its line of credit."

AMERICAN CHAMBER IN LONDON.

The American Chamber of Commerce in London has issued its year book for 1920, containing the names, addresses and business classifications of over 1,000 American and British firms and individuals interested in developing business between the two countries.

Among the active members we find the following:
 Dodge & Olcott Co., 20 Mark Lane, E. C. 3.
 Frederick F. Ingram Co., Detroit, Mich.
 Musher & Co., 143 Cannon St., E. C. 4.
 Scovill Mfg. Co., Waterbury, Conn.
 United Drug Co., 114 Old Hall St., Liverpool.

SYNTHETIC MANUFACTURERS MEET.

A meeting of the majority of the American manufacturers of synthetic perfume raw materials was held at the Old Colony Club, Hotel Biltmore, Monday evening, December 13, at 8 o'clock, for the purpose of discussing pressing matters of common interest to all such manufacturers in this country. Mr. Burton T. Bush, president of Antoine Chiris Co., New York, was chosen as chairman; Mr. Warren E. Burns, vice-president of Morana, Inc., was named as secretary. Another meeting was scheduled for December 20 at the same place.

SPECIALTY MANUFACTURERS MEET.

In his opening address to the twelfth annual convention of the American Specialty Manufacturers Association in the Traymore Hotel, Atlantic City, in November, Fred Mason of the Shredded Wheat Company, Niagara Falls, president of the association, spoke warm words of welcome to the soap men in the association. He said:

"I am pleased to report to you the formation of a large soap section in our organization. This has brought us many valuable additional members, and I am sure you will join me in extending our appreciation and thanks to all who have assisted in bringing this about." Further details will be found in our SOAP SECTION.

Mr. Mason likewise paid a tribute to Colgate & Co. for the fight it had put up on the pricing question.

"If there is any principle that is fundamental and essential to the freedom and independence of trade, it is the right to select our own customers to sell or not, as we please, to whom we please," he said. "Insofar as that right is qualified or taken away, to that extent is a form of involuntary servitude imposed upon industry. The Government has seen fit to challenge the exercise of that right under the circumstances prevailing where a manufacturer declines to sell to dealers who do not observe the fair resale prices suggested by him, in order to protect his business from the detriment that flows from the charging of unfair resale prices. The continuance of this practice was forbidden at the expense of a criminal prosecution, and it remained for two of our own members, Colgate & Co. and the Beech Nut Packing Co., to bear the burden and expense, and to achieve the glory of successfully defending this fundamental right of refusal against a threatening destruction."

The officers chosen for the ensuing year were as follows: President, Fred Mason, first vice-president, W. W. Frazier, Jr.; second vice-president, James M. Hills; third vice-president, Louis McDavit, Colgate & Co.; treasurer, D. O. Everhard; board of directors, the officers and F. D. Bristley, New York; S. W. Eckman, B. T. Babbitt, Inc., New York City; J. G. Gilfillan, Le Roy, N. Y.; Newman Hamlink, New York City; William L. Sweet, Providence, R. I.; S. H. Small, Battle Creek, Mich.; George H. Carter, Boston; R. H. Bond, McCormick & Co., Baltimore; J. F. Williams, R. R. Moore, J. F. O'Brien and C. F. Healy.

GROWTH OF OUR FOREIGN TRADE.

Here are a few items from the foreign trade reports of the United States for the nine months ended September, 1920:

Imports—Glass containers, increased from 1,185,196 pounds in 1919, to 4,403,072 pounds in 1920; perfumery, toilet preparations, etc., from \$3,374,918, to \$5,088,283; castile soap from 1,083,233, to 2,068,874 pounds; other soap, from 510,671 to 563,274 pounds; lemon oil, from 421,121 to 645,886 pounds; talc, from 17,125,833 to 35,160,732 pounds; glycerine, from 1,709,938 to 18,567,566 pounds.

Exports—Perfumeries, Cosmetics, etc., increased from \$5,627,909 to \$6,586,050; soap, toilet and fancy, \$4,430,480, an increase of \$5,000; all other soap, 99,687,279 pounds, a decrease of about 18,000,000 pounds.

The October exports of perfumeries from New York were as follows: Denmark, \$8,910; France, \$119; Germany, \$495; Gibraltar, \$672; Greece, \$4,150; Italy, \$305; Netherlands, \$511; Norway, \$145; Portugal, \$1,020; Spain,

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Yours very truly,

MAURICE LEVY.

\$9,698; Sweden, \$1,583; Switzerland, \$378; Turkey in Asia, \$598; England, \$72,427; Scotland, \$174; Bermuda, \$342; British Honduras, \$1,182; Canada, \$330; Costa Rica, \$2,108; Guatemala, \$1,648; Honduras, \$1,800; Nicaragua, \$4,069; Panama, \$11,883; Salvador, \$366; Mexico, \$5,102; Newfoundland, \$945; Barbados, \$1,023; Jamaica, \$5,343; Trinidad, \$3,515; British West Indies, \$2,963; Cuba, \$63,994; Danish West Indies, \$475; Dutch West Indies, \$4,063; French West Indies, \$216; Haiti, \$1,309; Santo Domingo, \$10,587; Argentina, \$31,461; Bolivia, \$1,364; Brazil, \$49,485; Chile, \$7,317; Colombia, \$7,374; Ecuador, \$4,357; British Guiana, \$516; French Guiana, \$57; Peru, \$20,072; Uruguay, \$3,178; Venezuela, \$14,985; China, \$38,276; Korea, \$248; British Indies, \$13,927; Straits Settlements, \$5,652; British E. Indies, \$1,446; Dutch East Indies, \$2,216; French East Indies, \$324; Portuguese East Indies, \$100; Hongkong, \$1,503; Japan, \$1,269; Siam, \$219; Turkey in Asia, \$617; Australia, \$75,767; New Zealand, \$16,173; Philippine Islands, \$31,462; Belgian Congo, \$91; British West Africa, \$55,507; British South Africa, \$8,129; Canary Islands, \$2,716; French Africa, \$1,035; Kwantung, \$28; Portuguese Africa, \$210; Egypt, \$1,343. Total, \$581,422.

REVENUE TAX RULING ON SHAMPOOS.

A recent ruling of the Bureau of Internal Revenue holds that shampoos containing saponaceous matter are taxable under the terms of Section 900 of the Revenue Law of 1918 as toilet soaps at the rate of 3 per cent., the tax being levied on sales by the *manufacturer*. When tax is paid by the manufacturer on such shampoos, no tax again attaches; *i. e.*, saponaceous shampoos cannot again be taxed as toilet articles as provided by the terms of Section 907 of the Revenue Law of 1918 at the rate of one cent for each twenty-five cents or fraction thereof of the price at which sold for consumption or use.

All other shampoos *not* containing saponaceous matter, are taxable as toilet articles, under the provisions of Section 907 at the rate of one cent for each twenty-five cents or fraction thereof of the price for which sold for consumption or use.

FEDERAL TRADE COMMISSION.

Huston Thompson, of Colorado, became chairman of the Federal Trade Commission, Dec. 1, for a term of one year. He was vice-chairman during the last year. Mr. Thompson was appointed to the Commission by President Wilson in December, 1918, to fill an unexpired term, and in December, 1919, was reappointed for a full term of seven years.

NOTED BANKER ANALYZES GENERAL BUSINESS OUTLOOK*

By JAMES BROWN, of Brown Brothers & Company, International Bankers in New York

Study the history of the last thirty years and you will find that whenever commodity prices move in one direction, quotations for fixed-rate securities move in the other direction; and while the movement in securities does not begin immediately a fall in commodity prices sets in, it invariably follows after the transition stage has had its effect upon the money market and upon the minds of investors. This basic principle should be kept prominently in mind at this time.

We have had tremendous inflation of prices all around, due to causes now well understood, and the present liquidation in commodity and produce markets is the logical consequence. To my mind, the fall in commodity, merchandise and produce prices has been more rapid than was necessary, with the result that all buyers are holding off, notwithstanding that the statistical records do not show an oversupply of any but one or two commodities. Therefore, *as soon as retail merchants have cleaned out their shelves, which ought to be effected within the next six weeks or two months, the stagnation, which has been acute, should give place to a period of active buying*, because actual consumption has not diminished to any very great extent. Resumption of buying will immediately have an influence upon prices, and this, in turn, will hasten the placing of further orders. The stabilizing of prices at new levels in such staples as sugar, silk, wool, cotton, grain, coffee, cocoa and leather will bring a resumption of at least fairly good business for another period—whether for six months, nine months or twelve months would be hard to foretell. Rubber and copper may lag in the general recovery, because there has been over production and curtailed demand.

Clearly, the fall in prices must have a potent effect on the cost of living, and also on the price of money, particularly in view of the drastic liquidation of goods.

LOWER RATES FOR MONEY

I make a distinction, however, between capital and credit. I think capital is going to be scarce for some time. The demands for new capital that have not been satisfied for a number of years are very great, and are going to continue to be great for a long period.

Money in the sense of credit, on the other hand, is bound to be easier because of the decline in the volume of business and in prices. While the fact that capital is to be scarce may militate against any unusual advance in fixed-rate securities of the first order, easier rates for current money will at least keep those securities from declining to any extent, and as money continues easy, the investor will summon up courage to come in and buy securities bearing a fixed rate of interest.

When do I expect the stabilization of prices to begin?

Within the next sixty days.

When I speak of a recovery in business being likely within the next two months. I mean that orders will begin to be placed with manufacturers and merchants and that there will be an end of the absolute stagnation that exists at the present time. I do not mean that I expect as active business as we had at the beginning of this year or during last year.

There will still be more men than jobs. Labor will be obliged to adjust itself to the changed conditions, just as

business finds itself obliged to adjust itself. Whether wise counsels will prevail among labor leaders, permitting the adjustments to be effected smoothly, or whether disturbances will be incited, remains to be seen. Judging from recent conferences held by the chief labor leaders, they are alive to the facts of the situation, and their soliciting the advice of a man like Mr. Hoover encourages the hope that labor will follow a rational, sensible course.

BUSINESS WILL BE ON MORE SUBSTANTIAL BASIS

The end of the year may bring quite a few failures, although probably few of very great magnitude. After these are out of the way and the year-end settlements have been made, the way will be paved for the advent of sounder, more normal conditions. I look for enough buying to start moderate business activity, and this activity will be healthier than before, for merchants and manufacturers will not have the feeling, which they had when prices were abnormal, that they are sitting on a volcano.

No statement about present conditions of business and its nearby future would be complete without a word on taxation. When prices were high and margins of profits wide, the effect on business of the existing system of taxation was not serious; but with lower prices and restricted volume of output a narrowing of the margin of profit is natural and certain. It is then that men will consider whether the incentive to effect economy in operation in order to be successful is properly compensated when success is measured by increasing rates of taxation and decreasing percentage of profit. In my opinion, there can be no return of real prosperity in this country until our whole system of taxation is revised and private initiative and incentive to progress is encouraged and not discouraged, as at present.

THE NEW PERFUME-COSMETICS COURSE.

Editor AMERICAN PERFUMER & ESSENTIAL OIL REVIEW:

I desire to give expression to my satisfaction and gratification over the reception which the newly established course of instruction on the manufacture of cosmetics and perfumes has had ever since you printed my announcement in the October issue of your journal. I was surprised, indeed, by the number of inquiries coming to me from all over the country—from as far as Los Angeles, Cal., for instance.

Thirty-five persons are now enrolled—a splendid beginning for a newly established course of instruction. This number speaks well for the success of systematized instruction on cosmetics and perfumes and testifies to the fact that such instruction supplies a real need. Among the ladies and gentlemen of the class are some who have been engaged in the manufacture of cosmetics for many years, others have never manufactured any as yet, others again have made a specialty of some one class of preparation—but, uniformly, the class is as eager to learn and to listen as can be hoped for by any teacher. It is interesting to note that a Japanese gentleman and several Chinese gentlemen participate in the exercises and are most attentive.

My hopes and expectations for the course have been surpassed by far. This is in no small degree due to the encouragement which you have given me and for it I am truly thankful to you. The large number of inquiries received by me bears eloquent testimony to the advertising value of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW.

C. P. WIMMER.

Columbia University, New York, Dec. 6.

*Reprinted by permission from *Forbes Magazine*.

BABSON ON BUSINESS BAROMETER FOR 1921

Roger W. Babson, the noted statistician and expert, in his current commercial outlook, gives the following survey of business conditions, present and future, based upon thorough investigation and careful observation of the field:

"Have prices reached bottom?"—No! The ultimate low point in the period of deflation may not be seen for five years or more. Even this long-swing trend may not carry prices away back to 1914 levels, but we expect them to go much below the average in 1917. The disruption to the whole economic and business structure has been too great to be corrected in a few months of liquidation. If you doubt this, study the conditions in Europe! *The slide downward, however, will have interruptions. It will be broken by temporary rallies which may last for six months or more at a time. We look for such a temporary check in the downward trend during the next few months.*

"Since last August the average of wholesale prices has dropped about 17 per cent, one of the most precipitate declines in United States history. Retail merchants have tried to hold out against the tide, but a rush to clean out high-priced stocks is now beginning. Wise merchants this year are relying on Christmas trade rather than January sales to clean off their shelves. If this movement progresses as it has during the last three weeks, many retail merchants should be ready to buy new stocks during the early part of next year.

"It is on the above reasoning that we believe a stabilization point in wholesale markets will be reached during the next two to three months. We do not look for an upward rush, but rather a gradual strengthening in first one line and then another. The year 1921 should bring more stable prices. Certain commodities which have been over-liquidated should have substantial advances. We urge our readers to be on the lookout for bargains in the goods they use. The best buying time for this intermediate movement may be seen about the time the January failures are reported.

"Regarding security prices, many stocks are low. During the last year the average of industrials has dropped about 40 points. We are drawing near to the period of accumulation. The time to buy is when sentiment in business is most pessimistic. Persons who are planning to buy stocks for profit should now keep their funds in a checking account in a good bank where they will be readily accessible. The buying point may come at any time and every person who is interested in handling his funds for profit should prepare for it. A long-swing upward movement is sure to develop. It will be gradual, and fluctuations must be expected, but those who buy good bonds at this time as an investment cannot go wrong!

"*Work for larger exports.*—Foreign trade difficulties are closely connected with the paralysis in business. In general, the commodities which have declined are those which have suffered most from the slump in foreign sales. The export statistics below show the relative volume of shipments of certain commodities during September, the latest month reported in detail. The figures show the quantity, not the value, of goods exported. They present one very good reason for the closing down of our largest industries. Note especially the decline in foreign shipments of copper, steel, cotton goods, leather, shoes and other important commodities. A still further drop in many of these items

must be expected unless immediate action is taken to facilitate foreign sales.

"In some cases we are even yet exporting more goods than we did before the war. The trouble is that United States producers have expanded their plants to provide for much greater than pre-war demands. During the coming months the best chance which United States merchants and manufacturers have of helping business lies in the possibility of increasing export trade. For the last four years we have urged the building up of foreign connections as a guarantee against hard times. Those who have made connections with countries which are financially solvent will have an advantage. To any persons who have not taken such a course, we urge immediate steps to this end. Our studies convince us, however, that the best opportunities for many lines lie in China and other Eastern countries, rather than in Europe.

"The great obstacle everywhere is credit. If we are to sell in competition with British merchants we must at least grant the same terms and advantages that they do. At present, however, the American exporter has no machinery which will enable him to do this. Various efforts have been made, but were abandoned because every one had business enough at home. Now conditions are changing and we predict that before many months some plan of financing legitimate foreign commerce will be provided."

OPINIONS SUMMARIZED ON CANCELLATION.

A summing up of the so-called "cancellation evil" and its possible remedies are contained in a final bulletin just issued by the Fabricated Production Department of the Chamber of Commerce of the United States.

An exhaustive study of the practice of cancellation of orders and repudiation of contracts in almost every division of business has been made by the Fabricated Production Department, as a result of which study it groups opinions as to possible causes under these three heads:

"First: That the practice is the result of war time irregularities and will pass as we return to a normal basis.

"Second: That we are now reaping the results of the loose business practices inaugurated before the war, when many lines were in a state of over-production and the measures taken to unload this surplus were demoralizing. Those entertaining this belief feel that the remedy is in a general reformation of our system of order taking, making each order a contract enforceable by law.

"Third: That we have been drifting away from the fundamentals of sound business and the Golden Rule, and that we must return to a stronger belief in the rights of others and a higher regard for our own integrity if the change is to be permanent."

THRIFT A SLOGAN FOR 1921.

Thrift Stamps, Savings Stamps and Treasury Savings Certificates will be on sale throughout the year 1921. In continuing the sale of Government Savings Securities, the Government is giving the opportunity to every man, woman and child in the land through the coming year to enjoy the happiness, prosperity and contentment which is found in financial independence and security for the future.

ALCOHOL RULINGS AND TRADE NEWS IN WASHINGTON

WASHINGTON, D. C., Dec. 15.—The third session of the Sixty-sixth Congress has convened since the last issue of THE AMERICAN PERFUMER and, as predicted in last month's issue, attention will be given to the revision of the tariff and tax laws. In this connection Chairman Fordney of the House Committee on Ways and Means has announced that hearings will be held on chemicals on January 6, 7 and 8, in connection with the revision of the tariff.

"It is a foregone conclusion that Mr. Harding will call Congress in extra session soon after the inauguration, and, in my opinion, and other members of the Committee, the final enactment of the tariff measure at the special session could not be accomplished if hearings were to be delayed until the new Congress is convened," said Chairman Fordney, of the Ways and Means Committee, in announcing the hearing dates.

To substantiate this, Mr. Fordney pointed out that in 1908 hearings were commenced Nov. 10 and the bill was not enacted finally until Aug. 5, 1909, the elapsed time being five days short of nine months. In 1913, tariff hearings were begun Jan. 6, and the bill was enacted Oct. 3, three days less than nine months' time being required.

ALCOHOL PERMIT REGULATIONS AMENDED.

The prohibition unit of the Internal Revenue Bureau has promulgated a highly important series of amendments to regulations 60, relative to the issuance of permits and the filing of applications and bonds for the renewal thereof. The changes are stated to be all in the interest of legitimate dealers in and users of non-beverage alcohol and have been determined upon largely as a result of energetic action by W. L. Crounse, Washington representative of the Manufacturing Perfumers' Association and the National Wholesale Druggists' Association.

Some time ago it became evident that the Internal Revenue Bureau could not possibly issue 75,000 new permits under the Volstead Act before Dec. 31, 1920, the date upon which all outstanding permits issued prior to Aug. 31, 1920, expire. On Oct. 1 there were 75,000 permits, most of which would be reissued. The 90 days intervening before the new year contained approximately 75 working day. The rate of issuance would have had to be 1,000 permits per day. The highest rate attained, it is said, has been considerably less than 200 per day.

The attention of Prohibition Commissioner Kramer was called to the necessity for taking some action to enable dealers and manufacturers to procure alcohol after Jan. 1 and until the bureau could issue the new permits. Conferences with officials of the Internal Revenue Commissioner's office followed, as a result of which it has now been decided that dealers and manufacturers in good standing on Dec. 31, next, will be enabled to procure alcohol on the basis of their old permits, provided they have made timely application for new permits and that their failure to receive same is solely due to delays on the part of the officials in issuing same.

The bureau also granted a further extension of time within which applications for permits may be filed to Dec. 1. Persons who fail to file applications on or before this date will probably experience great difficulty in securing any alcohol after Jan. 1, and may be entirely cut off.

The task of issuing 75,000 new permits has proven to be one of enormous proportion. Every application is required to be passed upon by a local prohibition director before being forwarded to Washington, and in New York, Chicago and other large centers, thousands of these applications are piled up on directors' desks and cannot be forwarded to Washington until they have been examined and duly recorded.

Notwithstanding the fact that an extra force has been detailed by Commissioner Kramer to issue the new permits, they are now going out at a rate so low as to make it apparent that a great many dealers and manufacturers will find themselves without new permits when the new calendar year begins. From the present indications it is considered doubtful that more than half of the total number of permittees will receive their new permits before Dec. 31.

A complication that has caused much embarrassment, both to permittees and to the Government, has been the inability of certain prohibition directors to supply promptly blanks for applications for permits. The bureau had intended to provide an ample supply of these blanks, but many complaints have been made that permittees were not able to procure these from directors, and therefore have failed to file the required applications.

Disclosures of this character were made at the recent convention of the National Wholesale Druggists' Association, and soon after that Mr. Crounse called them to the attention of Commissioner Kramer. Supplies of blanks were then promptly forwarded to directors. Much time had been lost, however, and a considerable number of permittees have resorted to the expedient of addressing formal letters to local prohibition directors, notifying them of their willingness to file applications as soon as the necessary blanks could be provided.

Amendments of section 18 of regulations 60, as promulgated, dispose of the controversy concerning the validity of bonds based on form 738 and the necessity of filing new bonds with applications for new permits. In this connection the bureau holds that no new bond need accompany applications for renewal permits if a satisfactory bond in sufficient penal sum on forms 738, 1408 or 1409 covering the original permit has already been filed and approved. If, however, a new bond on form 1408 or form 1409 is filed in lieu of bond, form 738, previously filed and approved, such new bond will be accepted.

THE NEW AMENDMENTS.

Following is the text of the bureau's order amending the regulations relative to the renewal issuance of permits and the filing of applications and bonds for renewal permits:

Section 9 of Regulations 60 is hereby amended to read as follows:

Section 9. Where application is filed for any other permit required by these regulations, the director, after carefully examining the qualifications of the applicant, will note his approval or disapproval thereof by writing the word "approved" or "disapproved" in the appropriate space designated on each copy of the application and forward all three copies to the Commissioner. If such application be recommended for disapproval, the director will attach to the applications forwarded to the Commissioner a statement setting forth the reasons or grounds for such disapproval. The Commissioner, after examining the application and recommendations of the director, will note his approval or disapproval on each copy of the application. If the application is disapproved by the Commissioner he will retain one copy for his files and forward the other copies to the director, who in turn will file one copy and immediately forward the other copy to the applicant. If the application or any part thereof is approved by the Commissioner, such application will be given the proper serial number and a permit thereon issued in triplicate on appropriate Form 1405 for the act or acts applied for and approved. Such serial number will be noted on each copy of the application and permit. The original copy of the application and one copy of the permit will be filed by the Commissioner, and the other copies forwarded to the director. The director shall file one copy of the application and permit and forward the other copies to the applicant, unless subsequent to the date when the application was forwarded to the Commissioner and prior to the receipt of the permit from the Commissioner facts have come to the knowledge of the director indicating that such permit should not be issued or delivered, in which event all copies of the application and permit will be immediately returned to the Commissioner with a statement of such facts and the further recommendation of the director.

Section 17 of Regulations 60 is hereby amended to read as follows:

Section 17. All permits issued prior to Jan. 17, 1920, now outstanding, will automatically expire on Dec. 31.

1920. Holders of such permits may file application for a new permit, as provided by these regulations and in the manner set forth in Section 18 governing renewal of permits. Such new permits when issued shall be prefaced by the appropriate letter and given a new serial number.

Section 18 of Regulations 60 is hereby amended to read as follows:

Section 18. All permits provided by these regulations issued prior to August 31 of any year, except permits to purchase, will expire on Dec. 31 of that year, and all permits issued from Sept. 1 to Dec. 31 of any year will expire on Dec. 31 of the succeeding year, unless otherwise provided. All persons holding permits which expire on Dec. 31, 1920, must, on or before Dec. 1, 1920, file application, Form 1404, for a renewal permit in order that sufficient time may be had in which to issue such renewal permit. Thereafter such applications must be filed on or before Nov. 1 of each year. Applications for renewal permits, Form 1404, must be filed with the director in triplicate, all three copies to be signed by the applicant, the original being under oath. Such applications must specify the serial number and the date when such permit was issued. A new Form 1404, supplemental, executed in triplicate, must be filed with the application for a renewal permit as provided in Section 64. Where the advertising matter and commercial labels required by subdivision (d) of section 64 have heretofore been filed, such advertising matter and commercial labels need not again be filed with application for renewal permit. Each application for renewal permit, Form 1404 and Form 1404, supplemental, will be marked or stamped "renewal" by the director when filed.

(a) Directors are authorized to issue renewal permits to transport designated by the letter "C" and permits to prescribe designated by the letter "J." The provisions of subdivisions (a), (b) and (c) of section 8 will apply to the issuance of renewal permits. Renewal permits to transport and prescribe when issued by the director will be marked or stamped "renewal."

(b) In all other cases where application is filed for a renewal permit, the director after noting thereon his recommendation for approval or disapproval will forward same to the Commissioner for final action. The provisions of section 9 as amended and section 10 will be applicable in such cases. Such renewal permits issued by the Commissioner will be marked or stamped "renewal."

(c) No new bond need accompany application for renewal permits if a satisfactory bond in sufficient penal sum on Form 1408 or 1409 is filed in lieu of bond Form 738 already been filed and approved. If, however, a new bond on Form 1408 to 1409 is filed in lieu of bond Form 738 previously filed and approved, such new bond may be accepted.

(d) Where application for a renewal permit has been duly filed as herein provided, and such renewal permit has not been issued on or before December 31, 1920, because of delay in the office of the director or Commissioner, the permit held by the applicant for renewal of which application has been filed, may continue in force as a renewal permit until final action on the renewal application is taken and such renewal permit issued or such application disapproved.

Subdivision (e) of Section 29, Regulations 60, is hereby repealed.

SPECIAL DENATURED ALCOHOL FORMULA

Special Denatured Alcohol Formula No. 36 has just been authorized by William M. Williams, Commissioner of Internal Revenue, who has sent the following notice to collectors concerning the same:

"The following formula, to be known as specially denatured alcohol Formula No. 36, is hereby authorized for use in the manufacture of shaving cream:

"To every 100 gallons of pure ethyl alcohol add 3 gallons of stronger Ammonia water, U. S. P."

The Commissioner of Internal Revenue has amended the regulation relative to the use of industrial alcohol for experimental purposes so that it will read as follows:

"Where it is desired solely to engage in the experimental production of industrial alcohol, applicants may obtain permission to do so under such conditions and restric-

tions as may be imposed by the Commissioner of Internal Revenue and approved by the Secretary."

COLGATE ANSWERS FEDERAL TRADE BOARD.

The Federal Trade Commission has received the answer of Colgate & Company in connection with its complaint in docket No. 519. The company states that it has made a practice of "indicating on price lists, circulated among its customers, suggested resale prices for wholesalers who purchased from it certain of its laundry soaps, and for retailers who purchased from it toilet soaps, perfumes and other toilet preparations; that the prices so indicated are and have been at all times fair and reasonable; that it has been and is the policy of the respondent in general, to refuse to continue to sell its products to such of the said wholesalers and retailers as resell said products at less than fair and reasonable prices; that it has made known said policy generally among its customers; that, in a number of instances in which respondent has received complaint from customers that other customers of respondent, competitors of those so complaining, have resold at less than the indicated prices, respondent has requested customers so complaining to furnish evidence of said alleged sale; that in a number of such instances respondent has sought information directly from the customer so stated to have made such sales as to the fact with respect thereto; that respondent's products, as a general rule, have been resold by its said customers throughout the country at the said indicated prices."

While admitting the above allegation, the Colgate Company particularly "denies that it has fixed or pursued or carried into effect a policy of fixing resale prices at which its products should be resold by its customers; or has sought or accepted from any of its distributors assurances that such distributors would in future, in reselling its products, adhere to the prices indicated by it or has refused to sell any of its products to any such distributor until such distributor gave such assurances; or has sold any of its products to any such distributor because of having received, or on condition of receiving, such assurances from each distributor; or has prevented any distributor, under any circumstances, from obtaining supplies of respondent's products otherwise than by itself refusing to furnish such distributor with such supplies."

MENNEN COMPANY FIGHTS FOR TRADE PRINCIPLE.

At a hearing on Dec. 14, on motion of the Mennen Company to dismiss the complaint against it, Gilbert H. Montague, of counsel for the company, contended that the real wholesaler is a dealer who stimulates trade among retailers by employing salesmen to stimulate trade and carries the credit of retainers. To such dealers, Mr. Montague stated, the Mennen Company gives quantity discounts for the services performed, and which are not performed by a so-called buyers' club or co-operative association of retailers which do not push the sale of the manufacturer's goods and to which the Mennen Company does not allow discounts on orders on the ground that the retailers' association does not perform the functions of a wholesaler and encourages the retailer to keep a small stock.

According to Mr. Montague, it is a question whether the Clayton Act compels the manufacturer to sell to co-operative retail associations, chain stores or buyers' clubs at wholesale prices. The discounts quoted, he declared, are to compensate bona fide wholesalers for a service which is performed by them and not by retailers. Rather than bring the proceeding into court, he said that the Mennen Company will probably abide by the order of the commission to cease and desist and sell to the Philadelphia Drug Company, around which the complaint hinges, on the quantity discount basis.

M. M. Flannery, counsel of the Federal Trade Commission, contended that the wholesaler was a dealer who does not sell to the consumer of an individual unit. The retail cooperative association does not sell to the consumer of the individual unit and hence must be considered as a wholesaler, he declared. He stated that the complaint charges discrimination among customers as an unfair method of competition and that discrimination between customers is not selection of customers within the meaning of the Clayton Act, but that refusal to sell is selection of the customer, and that discrimination in price between customers selected is not legal.

CULTIVATION OF HORSEMINT (*MONARDA PUNCTATA*) IN FLORIDA

By G. A. RUSSELL, Office of Drug, Poisonous, and Oil Plant Investigations, Bureau of Plant Industry, U. S. Department of Agriculture.

Horsemint occurs frequently in certain favored localities on the sandy soils of Florida, being found in greatest abundance in the neighborhood of shell mounds. Its preference for soil containing shells, or, in other words, for soil containing lime, would appear to characterize horsemint as a plant which favors lime in the soil. However, since most other plants, especially many of the cultivated truck crops as well as general farm crops, grow better on land containing shells than on strictly sandy soil, it perhaps indicates only that the sandy soil is deficient in lime rather than that horsemint is partial to lime as one of the soil constituents. Wild horsemint plants grow to the size of approximately three feet and run mostly to stem with scanty leaf area. They do not produce many stalks to the plant, but seem to prefer a rather individual manner of growth. They are rarely found bunched in large beds, but rather scattered here and there over a considerable area.

During the period from 1907 to 1915, Mr. S. C. Hood, at that time a member of the staff of the Office of Drug, Poisonous and Oil Plant Investigations, United States Department of Agriculture, gathered and selected horsemint plants with the idea of securing a strain that would combine heavy vegetative growth with high oil content. In U. S. Dept. of Agric. Bulletin No. 372, entitled "Commercial Production of Thymol from Horsemint (*Monarda punctata*)," Hood states that he found a variation in the oil content between the plants with light green stems and those with dark red stems. The plants with light green stems were found to yield more oil per unit weight of fresh herb. Likewise, the oil from these plants contained a greater percentage of phenols than the oil from plants with dark red stems. The results of selections made over a period of years were in each year in favor of the plants with the light green stems, these plants always having a higher percentage of oil with greater phenol content.

In 1915, after practically eight years of selection of plants for high yield of herb and oil content, the following statement was made: "It is believed that at the present time the selection has been carried far enough to warrant the use of the improved form for the commercial production of thymol in the United States."

In 1916 it was decided to continue the experiments on the cultivation of horsemint in Florida, using as a source of seed that secured by Hood in his selections of 1915. Accordingly, one acre was set out on the farm of the Orlando Field Station near Orlando, Orange County, Florida. The seed used were secured in September, 1915, from a plot of selected plants, as stated above, and planted on November 11, 1915, in a covered seedbed. In six days the young plants began to appear and in twelve days a good stand was obtained. These seedlings withstood the winter weather of 1915-16 and were set in the field on May 20, 1916, the plants at this time averaging five inches in height. The rows were spaced 3.5 feet apart and the plants spaced 18 inches in the row.

On July 1, 1916, the stand of plants was very uneven, apparently stunted and infested with diseases. The dis-

eases, of which there were two distinct forms present, were identified generally as a "wilt" and a disease of the mosaic type. The wilt disease was subsequently determined as having been caused by two species of *Fusarium*, namely, *Fusarium Oxsphorum* (Schlect.) and *Fusarium radicicola* (Wollen W.), and was found only scattering in the field. The cause of the mosaic disease was never satisfactorily determined. It was prevalent, however, to a considerable extent, as was evidenced by a slight stunting of the plants and a distorting and mottling of the leaves. On that date (July 1, 1916) the field was fertilized with 400 pounds of a mixture of 500 pounds of nitrate of soda, 1,500 pounds of acid phosphate, and 300 pounds of tobacco dust. The plants responded quickly to the effect of the fertilizer and later in the season the diseases, especially the mosaic, appeared to be less serious. In December the entire acre was harvested for seed, 17 pounds of clean seed being secured. This seed was used for planting purposes in 1917.

In the season of 1917 the plants in the area planted in 1916 were found to be afflicted with the same diseases that appeared in 1916. Practically all of the leaves appeared to be affected. The plant pathologist who examined the field recommended crop rotation as a means of effecting a cure. Subsequent plantings on land not previously planted to horsemint did not develop disease during a two-year period. At the time of harvest, when the herb was chopped previous to distillation, it was found to be very dry and dusty, although not allowed to lie in the field after cutting. The acre yield of green herb was 2,262 pounds, which yielded 0.519 per cent of oil. The oil assayed 67 per cent of total phenols, of which 62 per cent was obtained as pure thymol.

In the fall of 1917 arrangements were made with Mr. C. W. Loveland, manager of the Satsuma Company, whereby a small area of horsemint was to be planted on the camphor plantation which is under cultivation at Satsuma Heights, Putnam County, Florida. Accordingly, on December 11, 1917, seed from the 1916 crop, grown at Orlando, Florida, were planted in a seedbed at Satsuma Heights. The soil of this seedbed was a sandy loam of the high hammock type well filled with shells. On March 15, 1918, the young seedlings were 1.5 inches high and in excellent condition.

The soil on which the horsemint was subsequently grown consisted of the same type of sandy loam, known locally as "high hammock." It bordered a large shell mound and was well filled with shells (lime). Although the area lay on the bank of the St. John's river, it was extremely well drained, being several feet above the high tide water level. The native vegetation consisted principally of "cabbage palmettos" and water oaks. This vegetation had been removed in the summer and fall of 1917 and the land thoroughly plowed and worked down.

On June 7, 1918, an area consisting of 1.7 acres was set to horsemint on the soil described above. The weather was warm but the sky was cloudy. Rain fell within a few hours after planting. An excellent stand of plants was secured. During the growing season of 1918 the plants

were cultivated once with a horse-drawn cultivator and hand hoed twice. During the growing season of 1919 the plants were cultivated with a horse-drawn cultivator and received no hand hoeing. The field at all times was free of weeds and in good condition as regards tilth. No fertilizer of any sort was applied to the field at any stage of the experiment.

The harvest of 1918 was made on September 9. Owing to other activities which, because of the war, fully occupied the time during August, the harvest was postponed until the growth had become too far advanced, that is, the plants were in full bloom and in many instances had begun to form seed. In harvesting, the plants were cut with the regular type of grass mowing machine run with the bar tilted up as far as possible. This method of harvesting cut the plants close to the ground and it was thought at the time might cause injury that would affect the next season's growth. However, the close cutting did not materially affect the recovery of the plants and it was only in rare instances that a plant was torn out of the ground by action of the cutting machine. After cutting, the plants were immediately raked into windrows by means of a horse-drawn rake, loaded on hay wagons, and hauled to the distilling plant.

Distillation was conducted in the same retorts in which camphor is distilled and the same condensing apparatus employed in condensing the oil as is used in condensing camphor. Without doubt, complete condensation took place in these condensers, but owing to the large water surface exposed and also to the amount of water, both condensed steam and cooling water that may have entered the condenser, it is believed that a considerable portion of the oil was dissolved and therefore does not appear in the final yield of oil per acre. It had previously been determined that oil of horsemint dissolves in the water formed by condensing the steam employed in distilling at the rate of 9.5 per cent of the total yield of oil. That is, a field of one acre yielding apparently 21 pounds of oil actually yields 23.2 pounds, of which 2.2 pounds disappear in the distillate water. The dissolved oil, which can be recovered by redistilling the distillate water, is extremely rich in phenols, assaying by the sodium hydroxide method as high as 85 per cent total phenols, of which the greater portion is thymol. In the experiments as conducted at Satsuma Heights, Florida, no attempt was made to recover the oil dissolved in the distillate water. Had this oil been recovered, the net returns per acre would have shown a considerable increase since the cost of recovery is extremely small.

In Table I are given the yields of oil of horsemint per acre as obtained experimentally in Florida over a period of years, also the percentage of total phenols present in the oil as obtained by the sodium hydroxide method.

The low yield of oil obtained in 1917 was attributed to the effect of the diseases on the plants which cut down the acreage yield of herb to slightly over one ton. However, the low yields of 1918-19 can not be attributed to the same cause and it is believed they more nearly represent what can be expected from commercial cultivation than do the yields of 1915-16 which were obtained from smaller plots that were carefully cultivated and fertilized to an extent not practicable in growing a commercial crop of this plant.

Previous to the 1918 crop, the costs and monetary re-

turns per acre of horsemint were calculated as nearly as possible to what was considered comparable commercial production costs. It was realized that this method of computing costs was faulty and that there was a tendency to minimize costs when transferring from a fraction of an acre basis to a basis of several acres extent. The experiments at Satsuma Heights were undertaken with the object in view of ascertaining not only the yield of oil that might be obtained under actual commercial conditions, but also the actual costs of production.

TABLE I—YIELD OF OIL OF HORSEMINT IN POUNDS PER ACRE

Year	Location	No. of acres	Age of plants	Pounds oil per acre	Per cent phenols
1914	Orlando, Fla.	.66	1 yr.	7.25	70.0
1915	Orlando, Fla.	.55	1 yr.	27.	70.
1916	Orlando, Fla.	.20	1 yr.	21.	65.3
1917	Orlando, Fla.	1.	2 yrs.	11.75	67.
1918	Satsuma Heights, Fla.	1.7	1 yr.	12.	65.
1919	Satsuma Heights, Fla.	1.7	2 yrs.	9.5	67.

TABLE II—COSTS, GROSS AND NET RETURNS FOR ONE ACRE OF HORSEMINT

Year	Character of work	No. of men employed	No. of em-ployed hours	No. of horses	No. of em-ployed hours	Costs of man labor	Costs of horse labor
		Planting	11 ¹	64.7	2	\$6.47	...
1918	Cultivating	2	3.5	2	3.5	.53	90.70
	Hoeing	2	23.5	..	..	3.53	...
	Cutting and raking	3	10.	3	10.	1.50	2.00
	Hauling ²	4	23.5	4	23.5	3.53	4.70
	Distilling	4	55.	..	..	8.25 ³	...
	Total	26	180.2	9	28.0	\$23.81	\$7.40
1919	Cultivating	2	6	2	6	\$0.90	\$1.20
	Cutting and raking	2	5	2	5	.75	1.00
	Hauling ²	4	16	4	16	2.40	3.20
	Distilling	5	30	..	..	6.00 ³	...
	Total	13	57	8	27	\$10.05	\$5.40

¹ Negro women.

² Hauling distance approximately 2 miles.

³ Includes cost of fuel.

Year	Gross returns per acre	Costs per acre	Net returns per acre
		1918 12 lbs. oil at \$3.07½ per lb. = \$36.90..	\$31.21
1919 9½ lbs. oil at \$2 per lb. = \$19.....		15.45	3.55

Comparatively speaking, the net returns per acre are small. On the other hand, the costs of production are very moderate, averaging \$16.93 per acre for the two-year period. Without doubt, the results obtained in 1919 may be considered as a fair example of what can be expected from growing horsemint under conditions similar to those existing at Satsuma Heights, Florida. If the value of the oil which was dissolved in the distillate water and which could be recovered at a cost not exceeding \$1.00 per acre, is added, the net returns per acre would have been \$8.19 for the year 1918 and \$4.45 for the year 1919. This dissolved oil must be taken into consideration especially when operating on an extensive acre basis.

The results obtained from experimental plantings of horsemint indicate that the crop can be produced at a small profit. After the initial planting the stand can reasonably be expected to remain productive for not less than three years, which enables the operator to spread out his costs over that period.

The costs will decrease after the first season, the volume of work to be performed remaining constant, due to increased familiarity in handling the crop.

The growing of horsemint as a single money crop does not hold forth promise of large returns. However, if grown in connection with other oil-yielding crops it no doubt could be fitted into the year's program in a manner that would warrant its cultivation.

PREPARATIONS FOR THE HAIR

By DR. F. A. MARSEK

(Continued from page 334, November, 1920.)

To continue on the subject of preparations for the hair in systematic succession it would be proper to discuss now the so-called hair tonics. However, as previously indicated, hair tonics cannot exactly be grouped among hair cosmetics nor as remedies for hair and scalp diseases. They are a combination of both and should combine the general properties of an ordinary hair cosmetic, that is, be useful as a dressing for the hair and as a cleanser, and at the same time be medicated for the purpose of stimulating the growth of the hair or even remedy or at least prevent diseases of the hair and scalp.

However, to produce such a preparation it is necessary for the manufacturer to know about as much of the general anatomy of the hair and of the most common diseases of hair and scalp as if he were to produce true remedies. This fact is generally overlooked. Comparatively few manufacturers take the time and trouble to study the anatomy and the many diseases of the scalp before they attempt to produce remedies for them.

For this reason it seems advisable before taking up the production of hair tonics and hair-and-scalp-remedies to say a few words about the hair itself and its diseases.

In speaking of hair preparations in general, as we have pointed out previously, one may distinguish two distinct groups. From the description given previous to this it can readily be seen that the preparations described thus far, are intended for that part of the hair which projects beyond the surface of the skin or scalp respectively as we may term it. The group of preparations which we come to speak of now are, however, principally intended for that part of the hair which lies embodied in the skin. The first-mentioned part of the hair is called the *shaft* and the other part the *root*. The deepest part of the root is expanded into a club-shaped thickening which is called the *bulb*. The root is covered with two layers of cells which we call the outer and inner *rootsheaths* and these again are covered by a tissue. This entire structure, that is the hair root with all its coverings, is called the *hair-follicle*. At the bottom of the latter, just beneath the bulb, the wall of the follicle is pushed upward to give place to a projection of connective tissue, called the *hair-papilla*, which carries the capillary loops into close relation with the cells most active in the production of the hair. Closely associated with the hair follicle which they often surround are the so-called *sebaceous glands* from which the hair derives an oily secretion necessary for the growth of the hair. So-to-speak, from these glands and the capillary blood cells, the hair derives the nourishment which insures its growth and flexibility. Thus we may say that it is at the bottom of the hair, in other words, in the root, where growth takes place. And a continued change from root to shaft is taking place, which means that what to-day is part of the root is to-morrow part of the shaft.

From the aforesaid it can be seen that the growth depends upon the nourishment which is given to the hair by the glands and cells; and it will depend upon the activity of them, to what extent this growth takes place. We may well compare this process with the upkeep and production of vitality of our body and mind in general

through the administration of food. If we take or assimilate an insufficient amount of food our vitality will sink to a low degree and finally the functions of our body and mind will cease. The same is true of our hair. If for some reason or other these glands are incapable of supplying the hair with its nourishment, their function will cease and the hair will cease to "live"—will gradually loosen and fall out.

To come back to the example of the human body: Physical exercise, a body massage or other such means will stimulate the body by increasing for instance our blood circulation and thus indirectly increasing our vitality or helping to do so. Stimulation of the scalp will increase the functions of the glands which are responsible for the growth of our hair. Upon this the fact is based, that massage will promote the growth of the hair. This massage, however beneficial in itself, may be made more effective through the administration of some drug or chemical applied externally or as a massage medium, which again in itself represents a stimulant. Then again, it is possible to "feed" the hair as well as we feed our bodies. As indicated in an earlier part of this article, through continued washing of the hair, the scalp and hair is deprived of a great deal of its fats or in other words of its nourishment. On the other hand the glands spoken of before are not always capable of replacing these fats to a sufficient degree and therefore it will become necessary to make use of artificial means for the replacement of it.

Thus, this last chapter will explain the whole theory of using hair tonics and preparations for the preservation of the hair.

Unfortunately, the above described facts are not all that will enter into the possibility of keeping or losing our so-highly-thought-of head adornment. We justly may say that the most commonly found diseases among human beings are those of the hair and scalp and at the same time, unfortunately, to those diseases usually the least attention is given. Seldom if ever medical science is consulted in cases of scalp and hair diseases, but usually the hairdresser or the cosmetician are the ones called upon to remedy this trouble. It is evident that neither of the two professions is actually in position to give individual treatment by taking into consideration the particular kind of disease the victim of hair-fall is afflicted with. First, as a rule the necessary knowledge is lacking and second, in case of the cosmetician there is seldom direct contact between the patient and himself. One usually looks rather sceptically upon the so-called "cures-by-mail" for all kinds of internal diseases where a pill of this kind and a bottle of that kind will cure almost anything from a corn to a heart disease; and yet the person afflicted with a disease of the scalp expects very seriously such a cure of his trouble by buying a bottle or jar of any stuff Mrs. Neighbor has told about.

Thus one can readily see that it is quite a difficult task to satisfy this expectation of the public—at least to the extent to which it is physically possible. In order to do this it is necessary to analyze statistically those diseases which are the most common and select those remedies which are, so to speak, fundamental in their action and can be used

to good advantage in the case of the most common diseases.

First then, which are the most common diseases?

It has been established as a fact that every other person is afflicted with seborrhoea or, as it is commonly called, dandruff. It may be recognized by scaliness of the scalp. In combing the hair one will find the comb to be full of small white scales. It begins as a rule very gradually, few and small scales coming off the scalp at first. However, they slowly increase in size as well as in number. In an advanced state the scales will fall without combing in great masses, become easily visible on the head and usually cover the clothes around the neck. It can be observed that dandruff is usually found on persons who have a very strong growth of hair. This fact reflects without doubt one of the chief causes of it, namely, lack of cleanliness. It is evident that it is more difficult to thoroughly cleanse the scalp of a person whose hair is very thick and dense. The disease itself is generally claimed to be bacterial and its seriousness is usually underestimated. Aside from the fact that it invariably causes gradual fall of hair with final baldness it will if neglected spread not only over the scalp but also over the face in a slightly different form which is then called seborrhoea dermatitis. The affection may lead to very serious inflammations and skin diseases, the cure of which is considerably more difficult than that of the ordinary dandruff. It was said above that one of the chief causes for dandruff is lack of cleanliness. However, there are many other causes possible, such as certain general diseases, as for instance scarlet or typhoid fever, small pox, sexual diseases or various skin diseases. On the other hand, too frequent washing may also be the cause for dandruff. In fact any of these causes may in general be said to be those of alopecia of which dandruff may be regarded a variety and which term generally applies to a state of partial or general falling of the hair while the pathological process is in progress. Properly we may term dandruff as a forerunner of alopecia and therefore it is the easiest of the scalp diseases to cure if taken care of in due time.

Alopecia, as already indicated, is the general term for a number of scalp diseases the most common of which are alopecia areata, senile alopecia, premature alopecia, syphilitic alopecia and alopecia following chronic and acute general diseases. There are many more varieties of scalp diseases which, however, are more or less rare and therefore shall not find consideration here with the exception of the one known as ringworm.

To begin with, the one variety of alopecia which gives as a rule the most trouble to cosmeticians and hairdressers is that of senile alopecia, or with other words the falling of the hair at old age. It usually sets in at an age of about 40 or 50 years. The hairs usually become first gray, then white, dry up and finally fall out. The chances for a cure of this type are generally nil.

Alopecia following chronic or acute diseases represents a state in which the hairs cease to be formed. However, proper remedies applied in time will do away with this state and in general a renewal of the growth of hair can be effected.

The most common disease with which the hairdresser or cosmetician has to deal is premature alopecia. As the name indicates it is a falling of hair which occurs at an age when ordinarily the process of producing hair should still be in progress. It may begin at almost any age with the falling of the hair which is replaced by thinner and

shorter hair, which in turn falls out, producing finally a shiny smooth scalp, except for the fringe of hair always remaining at the back of the head and, in many cases, a small tuft at the anterior portion of the scalp just above the middle of the forehead. Specialists regard the possibility of recovery from this disease very sceptically; the general opinion being that it is incurable. However, if attacked in due time a cure is possible or at least a prolongation of the life of the hair may be effected.

Syphilitic alopecia usually occurs in irregular, thinned-out but seldom bald patches over any part of the scalp. The hair is dry and the roots atrophied. The hair usually is falling out rapidly and it is mostly accompanied by seborrhoea. Syphilitic alopecia is usually only temporary and a proper general treatment may have a fully curative effect. Only if the disease is due to a local lesion all efforts of curing it may fail, for then the hair follicle is destroyed.

Alopecia areata distinguishes itself entirely from all the other forms in the way it occurs. It is characterized by the rapid development of circular bald patches. It is established that this type of disease is one of the most contagious ones. For this reason it is mostly spread by the barber through the use of improperly sterilized instruments. The cure is, in cases of short standing, comparatively easy, while in cases where the bald patches are very old, cures mostly fail. Alopecia areata is in general very similar to ringworm. However, it is found that ringworm usually occurs in children rather than in adults. One of the signs for diagnosis of ringworm—a red ring—is not always present and therefore a rather uncertain point for the diagnostician.

As general causes for alopecia the following may be given in addition to those mentioned above: excessive work or intellectual labor; all genital excesses as well as excess in food; highly seasoned or excessively rich food has frequently the same bad effect upon the scalp and hair as it has upon the complexion. Furthermore, continued pressure from heavy or stiff hats or the continued wearing of hats which prevent any fresh air from reaching the scalp; the habit of rubbing or especially scratching the scalp; lack of sleep and many other causes may be responsible for falling of the hair in some form or the other. But as one of the most common causes, one may regard failure to observe a proper hygiene of the head. Of course many an ailment, besides those diseases of the body in general mentioned above, may occasion the cause for baldness. So may improper nourishment be a result of indigestion and thus the latter be indirectly a cause for the falling of the hair. It would be going too far at this time to enter this field to a greater extent. The purpose of this discussion of the medical end of the cosmetics of the hair being merely meant as a means to enable the manufacturer of hair preparations to compound his products intelligently and not blindly, in ignorance of the basic knowledge of the diseases which he is attempting to cure.

(To be continued.)

Calls The Perfumer Splendid Publication.

(From S. E. Shafner Co., manufacturing chemists and fruit processors, Third and Hoyt streets, Portland, Oregon.)

We enclose money order for \$2 for renewal for the coming year for your splendid publication.

The president of the American Chicle Company says that the people of the United States are spending \$100,000,000 a year for chewing gum. The demand has tripled since 1917.

THE ECONOMIC IMPORTANCE OF THE DIATOMS

By Albert Mann

Scientific study is constantly giving emphasis to the fact that in nature there is little, if any, relationship between size and importance. Charles Darwin long ago made it plain that among the myriad of living creatures the earthworm plays a very important role in the economy of nature, especially as applied to mankind, and is in fact a greater animal than the elephant. The lowly grass outweighs in importance the loftiest tree of the forest. A brilliant series of discoveries led by Pasteur has revealed to us that the most gigantic power, in some cases beneficial, in others baleful, is exercised by the minutest of all living things, the bacteria. It is, therefore, not to be wondered at that the plants here under consideration, although as a class quite invisible to the naked eye, and many of them so minute that a hundred can be laid upon the head of a common pin, are at the same time of great economic importance.

But for a long time the attention of mankind was diverted from the more practical values that we are here to consider by that most striking characteristic of these plants, their surprising beauty and the unequaled complexity of their ornamentation. Coupled with their minuteness there is a daintiness of structure and an artistic diversity of design among the six thousand and odd species which has doubtless been the reason why until recent times they have been objects of merely esthetic interest. They have never been neglected, for, from the time of the invention of the microscope, they have been the darlings of the microscopists; but only today are they beginning to be recognized as an important factor in the welfare of the human race.

Each diatom plant secretes for itself an incasing box or investment of pure silica, somewhat as a clam or oyster secretes its shell; and these crystalline walls, within which the tiny living plant is housed, are sculptured and carved with such bewildering complexity of design and yet with such perfection of finish that their attractiveness has absorbed the attention of students to the detriment of their many less spectacular qualities.

Only one practical use has been developed from this esthetic study of the diatoms; they have been long recognized as the most accurate and satisfactory test objects for determining the perfection of microscopic lenses and accessories, the ability of any microscope to render visible the fine lace ornamentation which overspreads some of the species being the best index of its optical excellence. As a consequence of this, all microscopes are today tested with one or both of two species of diatoms, *Pleurosigma magnatum*, or *Amphipleura pellucida*.

One of the oldest of the economic uses of diatoms has been that of employing fossil diatom earth as a polishing powder, especially in metal work. These organisms appeared geologically about the middle of the Cretaceous period, and although, therefore, among the later of the now existing forms of plant life, their prolific multiplication has resulted, during former periods of time, in the formation of enormous fossil beds composed of the silica remains of these minute aquatic plants. Such beds are found all over the world, famous deposits being located at Luneberg, Germany; Bilin, Bohemia; Sendai, Japan; Ananino, Russia; Oamaru, New Zealand; Moron, Spain;

Keene, N. H.; Nottingham, Md.; the coast of California, and many other places of minor importance. The first considerable fossil deposit of diatomaceous earth used was confused with a polishing material called "rottenstone," mined at Tripoli, in Africa, and it was therefore referred to in commerce by the same name, "Tripoli powder," and is in fact so sold in drug stores at the present time. Its high abrasive value comes from the fact that the material, silica, has a high degree of hardness and the grain of the diatom powder is so fine as to produce a polish the highest luster. Its extreme fineness of texture is shown by a computation made by Ehrenberg, that in 1 cubic inch of the Bilin diatom earth there are 40,000,000 individuals.

This abrasive quality of the diatoms has led to their use for other purposes than metal polishing, as for example, for tooth powder. One of the widely advertised powder preparations upon the market is composed entirely of diatomaceous earth. It cannot be said that this is a good material for the purpose, as the cutting quality of this siliceous substance is too great to be used constantly upon the thin layer of enamel of the teeth. It is, however, interesting to think that many of the users of this diatom dentifrice would be amazed if they could see the thousands of exquisite gem-like organisms lying upon their tooth brush and used as a toilet preparation.

TOILET GOODS IN ARGENTINA.

[Trade Commissioner Philip S. Smith.]

Essential oils for the perfumery and cologne distilleries in Argentina come almost wholly from France and Italy, the latter country furnishing the greater part of the citrus essences. American oils have come in in small quantities, but as they are a specialty of the first-named countries it is only with the greatest difficulty that competitors can secure any part of the business.

The list of toilet articles made in Argentina is too long to enumerate, but the best sellers are perfumes, hygienic or medicated soaps, tooth paste and talcum powder. With the exception of cologne, however, the others are not serious competitors of imported articles at present, although many of the domestic products are of good quality and the prices reasonable. It is hard to convince the public, however, that they compare favorably with foreign products of a similar nature, and for this reason the development of the industry has been, and will continue to be, slow and difficult.

Among other articles may be mentioned face cream, dandruff cure, medicated ointments and vaseline, hair remover and pomades. None is produced on a large scale, but the total of raw materials employed is an important item in the drug trade obtainable.

"Valuable and Necessary to Our Business."

(From E. E. Hess Drug Co., Manufacturers of Toilet Preparations, Brook, Ind.)

We find your publication very valuable and very necessary to our business.

Think of the Money Going for Tips!

Government statistics show that more than 5,000,000 persons in the United States are engaged in lines of work where tipping is an occasional or regular source of income.

Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President Joyce, Attorney Lannen and the officers and members of the legislative and other committees of the Flavoring Extract Manufacturers' Association have been as active and energetic as usual in looking out for the interests of the members. The opening of the final session of the Sixty-sixth Congress naturally turns the eyes of the officers and members to Washington, where legislation will have to be watched closely. The prohibition enforcement bureau also calls for constant attention.

Leslie K. Talmadge, retiring secretary of the association, recently wrote the following to the Editor of THE AMERICAN PERFUMER regarding the 1920 proceedings of the association, which recently were distributed among the members:

"I wish at this time to compliment you on the very fine manner in which you have gotten out the minutes of the convention. Although there were quite a few complaints as to the delay in getting them, I believe we all appreciate the difficulty in getting work of this sort handled during the last six months, and I feel that to get the report out in good shape is more important than a few weeks' delay in placing it in the hands of our members."

NEW TINCTURE OF GINGER RULING.

President Joyce and Attorney Lannen have issued circular No. 109 to the members of the Flavoring Extract Manufacturers' Association, giving the new ruling by the Commissioner of Internal Revenue on Jamaica Ginger. The officers say in this bulletin:

"We are glad to be able to advise you that the Prohibition officials have accepted one of the suggestions which we submitted with regard to the sale of tincture of ginger, as referred to in our circular No. 105. We submitted alternative suggestions and they have accepted the one requiring the product to be of double strength.

"What the Prohibition officials intended to do before we took this matter up with them was to prohibit the sale of tincture of ginger entirely and permit nothing to be sold but fluid extract of ginger which is five times as strong as the present U. S. P. tincture of ginger."

The ruling on the subject is as follows, being T. D. 3092:

To Federal Prohibition Directors and Others Concerned:

"On and after ninety days from the date hereof U. S. P. Tincture of Ginger, whether sold as Jamaica Ginger, Essence of Ginger, Extract of Ginger, or by whatever other name known, is hereby classed as a U. S. P. alcoholic preparation fit for use for beverage purposes, and may be manufactured, sold, transported and used only in the manner provided for other similarly classed official preparations

listed in Section 60(b) of Regulations No. 60 and Prohibition Mimeograph No. 87.

"Section 94(a) of Article XVII of Regulations No. 60 is hereby revoked.

"An alcoholic extract of Tincture of Ginger made in accordance with the process described on page 469, Ninth Revision of the U. S. P., will be classed as unfit for use for beverage purposes, provided the quantity of Ginger Root used is as follows:

"Jamaica Ginger No. 30 Powder:
"400 grams to make 1,000 milliliters."

The association's bulletin adds:

"In explanation of the foregoing ruling we wish to say that the standard now required in the U. S. P. for tincture of Jamaica Ginger is 200 grams of No. 30 powder to make 1,000 milliliters. You can see, therefore, that when the present decision requires 400 grams of No. 30 powder to make 1,000 milliliters it simply amounts to a doubling of the standard so far as the strength of the ginger is concerned."

IMPORTANT DECISION IN MASSACHUSETTS

Taken in connection with the above ruling, a unanimous decision on this subject by the Massachusetts Supreme Court is of general interest:

The complaints against the two men were made under a section of the statutes reading as follows: "Ale, porter, strong beer, lager beer, cider, all wines, any beverage which contains more than 1 per cent of alcohol, by volume, and distilled spirits, shall be deemed to be intoxicating liquor within the meaning of this chapter."

Judge De Courcy in his opinion says in part:

"Jamaica ginger is not included in this definition, unless it is shown to be a 'beverage,' that is to say, a liquor for drinking. The mere fact that it contains a large percentage of alcohol does not make it 'intoxicating liquor' within the meaning of the statute.

"In this meagre record there appears no evidence that the article sold was for beverage purposes, much less that it was ordinarily so used. No testimony was introduced as to its nature, or as to its constituent elements other than the alcohol. So far as disclosed by the agreed facts, it was manufactured solely 'for flavoring and medicinal purposes,' as the label indicates, and sold by each of these defendants in good faith for those purposes. It would be only conjecture to infer from a single sale of Jamaica ginger, without any evidence of the possibility or extent of the use of this preparation as a beverage, that the bottle was in fact sold not as medicine, but as intoxicating liquor.

"It could not be ruled as matter of law that the mere possession by a grocer or druggist of certain well-known articles ordinarily used for medical, culinary, toilet or antiseptic purposes, and containing alcohol, makes the dealer criminally liable for the alleged keeping of intoxicating liquor, under our statute.

"We cannot supply the lack of essential evidence in the present case by taking 'judicial notice' that extract of Jamaica ginger is in fact an intoxicating beverage, and that it is generally sold and used as such. In this

jurisdiction, where licenses for the sale of intoxicating liquors have been granted under a local option system, and there has been little occasion in many communities to resort to substitutes therefor, it has not become, as yet at least, a matter of common and general knowledge that ordinarily this well-known preparation is sold not for medicinal purposes, but as a disguised substitute for liquor. In other words, that alleged fact is not so notorious that we can assume without proof that Jamaica ginger has the distinctive character, use and effect of an intoxicating liquor."

TOILET AND SHAVING BRUSH REGULATIONS

New York Board of Health has adopted a new section of the Sanitary Code, No. 230, affecting the manufacture of hair brushes, hair cloth, etc., prohibiting the manufacture and sale of the same unless sterilized and labeled. Even possession is made an offense. It becomes effective January 1. The section says in part:

"It shall be the duty of the manufacturer of shaving brushes, tooth brushes, hair brushes, nail brushes, or other toilet brushes intended for human use, to cause his name or trade mark, the place of manufacture, and the word STERILIZED to be permanently, clearly and legibly painted or branded upon every such brush before offering for sale, selling, or delivering the same in the City of New York. Provided, however, the word STERILIZED shall not be painted or branded upon any such brush unless the animal hair used in the manufacture thereof shall have been sterilized by a process prescribed or approved by the Board of Health.

"No person shall sell, offer for sale, or deliver, or have in his possession with intent to sell, offer for sale, or deliver in the City of New York, any shaving brush, tooth brush, hair brush, nail brush or other toilet brush intended for human use, containing animal hair, unless the name or trade mark of the manufacturer, place of manufacture, and the word STERILIZED is permanently, clearly and legibly painted or branded thereon."

The following processes for the sterilization have been approved:

1. Boiling the hair in water maintained at a temperature of 212° F. for a period of at least three (3) hours.
2. The placing of the hair in an autoclave in which a ten-inch vacuum is produced. Live steam to be then turned on and kept at fifteen (15) pounds pressure for a period of three (3) hours.

A New Coumarin-Containing Plant.

Guerin and Goris have investigated the leaves of the plant *Mellitis Melissophyllum*, a plant belonging to the natural order Labiatæ, and which grows freely in the woods round about Paris, and have found them to contain coumarin. The plant in the fresh state has no odor of coumarin, but if dried, or exposed to the vapor of ether or chloroform, an odor of coumarin is at once developed. It is probable that the coumarin is the result of the hydrolysis of a glucoside. If the leaves are extracted with alcohol, and the alcohol distilled off, a residue is left, which, on extracted with petroleum ether, yields a crystalline residue. This was recrystallised and was found to melt at 67–68°. Coumarin has, so far, only been found once in a plant of this natural order, Schimmel & Co. having detected it in oil of lavender. Since the leaves of *Mellitis* contain an enzyme, there is practically no doubt that the coumarin results from the decomposition of a glucoside.

Exports of Flavoring Extracts.

Trade statistics for the nine months ending in September, 1920, show exports of flavoring extracts and fruit juices valued at \$1,044,962, being an increase of \$18,584 over the exports in the corresponding period of 1919.

October exports of flavoring extracts from the port of New York were valued at \$77,638.

FOR UNIFORM FOOD LAWS.

The coming year undoubtedly will see the inauguration of a well-defined movement looking toward the establishment of uniform pure food laws. Viewed in the light of what was said and done at the recent convention of the Association of Dairy, Food and Drug Officials in St. Louis, a brief report of which was given in our last issue, now that there is time to give mature reflection to the subject, it becomes evident that the hold of the liberal element in the convention and in the association was so strong as to augur well for the future of uniform food legislation.

The election of Dr. Carl L. Alsberg, chief of the Bureau of Chemistry in Washington, as president of the organization, substantiates the belief that the unification of pure food laws must wait only on the working out of further detail, a problem which is in the expert hands of Dr. Alsberg. He was one of the staunchest proponents of uniform food legislation at the convention held in New York two years ago, and the liberal members of the organization were more than eager to follow his lead. That Dr. Alsberg can depend on hearty co-operation is a foregone conclusion.

QUANTITATIVE TEST FOR SACCHARIN

The *Pharmaceutical Journal and Pharmacist* gives the following method of H. D. Richmond and C. A. Hill for the quantitative determination of saccharin: Of the saccharin to be examined 0.6104 Gm. is boiled for two minutes with 10 Cc. of — NaOH, when hydrolysis is complete, taking care that no appreciable concentration occurs.

Then 15 Cc. of — HCl is added, followed by 50 minutes' boiling under a reflux condenser, adding a little powdered pumice to prevent bumping. The liquid is then cooled, 75 Cc. of cold water added, and a current of air passed through the upper part of the flask to remove any acid vapor; 15 Cc. of — NaOH are added carefully, and

the flask at once connected with a distillation apparatus provided with an efficient steam trap, a condenser, and an absorption flask in which are placed 20 Cc. of — HCl. The distillation is commenced slowly; after the air has ceased to bubble through the acid the flame is raised, and about 70 Cc. are distilled. The solution is titrated with — alkali, using methyl red as indicator, and corrected for a blank test of the reagents. The strengths of the acid and alkali used should not vary more than 2 per cent at most from those given above. With 0.6104 Gm. of saccharin

the number of Cc. of — acid neutralized multiplied by 3 equals the percentage of saccharin.

Soft Drink Makers Do \$500,000,000 Business

Consumers of soft drinks have paid through the manufacturers of such libations during the last eleven months \$51,000,000 to the revenue department of the Government, according to a statement made before the Association of Bottlers of Carbonated Beverages, at its recent Cincinnati convention, by Dr. Carl L. Alsberg, chief chemist of the Department of Agriculture. These figures would indicate that the manufacturers of soft drinks do a business in excess of \$500,000,000 a year.

Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

THE SOLUBILITY OF VANILLIN AND COUMARIN IN GLYCERINE SOLUTIONS¹

By MELVIN DE GROOTE²

The object of this investigation has been to determine the solubilities of vanillin and coumarin in glycerine solutions of varying strengths over a range of 0.2 to 60.0 degrees Centigrade. Such information is of considerable industrial importance because vanillin and coumarin are the basis of vanilla imitations, compounds and substitutes for flavoring foods and confections.³ It has been customary to employ solutions of ethyl alcohol as a solvent for these aromatic chemicals. The data accumulated in this study indicates the practicability of glycerine solutions for the same purpose. This is particularly interesting when contemplated in connection with the commercial success enjoyed by such flavors when placed on sale in the open market—indicating that the product is proving satisfactory to the consumer because the chemical principles involved in the manufacture thereof are sound.

The use of glycerine is of an advantage because it can be obtained without the usual difficulty entailed in obtaining non-beverage alcohol under the rulings of the Volstead Act. Furthermore, the cost of glycerine per gallon is much less than that of alcohol. The use of a non-alcoholic extract is free from suspicion as to the final purpose for which it is used. The various states or even municipalities may pass laws in the future so as to prevent the sale of alcoholic extracts within their limits.

The data obtained in this investigation is presented in the following order: (a) Reagents employed, (b) Preparation of the saturated solutions, (c) The determination of the vanillin or coumarin in the saturated solutions, (d) Tabulation and graphical presentation of values determined.

The vanillin used in the solubility work was of a purity equal to that of the United States Pharmacopoeia.⁴ The same is true in respect to the ether.⁵ The coumarin was of a purity equal to that of the National Formulary.⁶ The glycerine was of a C.P. grade containing 95 per cent anhydrous glycerine and 5 per cent of water. Distilled water was used throughout the work. All volumetric glassware was standardized before use. The thermometers employed were accurate to one-tenth of one degree Centigrade.

A 5 per cent glycerine solution was prepared by diluting 50.0 cubic centimeters of C.P. glycerine at 20 degrees Centigrade to give a volume of one liter. Likewise solutions were prepared containing 10, 15, 20, 25, 30, 40, and 50 per cent of glycerine. It should be noted that the actual per cent of anhydrous glycerine would be less than these amounts since the C.P. glycerine contained 5 per cent of water. Furthermore the per cent by volume is correct at 20 degrees Centigrade, but at other temperatures—such as employed in the work—the ratio of glycerine to water by

¹This is the fourth of a series of articles dealing with the results of investigations conducted at the Mellon Institute of Industrial Research, University of Pittsburgh, Pittsburgh, Pa. For the purpose of this inquiry see AMERICAN PERFUMER, 14, 10, 337. The first article included a general discussion of non-alcoholic flavors. Other articles have discussed the manufacture of emulsion flavors. One paper was devoted to a consideration of the importance of chemical research to the industry.

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³See AMERICAN PERFUMER, 15, 2, 57.

⁴United States Pharmacopoeia, Ninth Decennial Edition, 485.

⁵Id., 37.

⁶The National Formulary, 4th Edition, 289.

volume would vary slightly in so far that the volumetric expansion or contraction for glycerine and water would not be identical. However, it should be noted that these minor differences do not affect the practical value of the data obtained in its application in manufacturing processes.⁷

The highest temperature employed for an actual determination was 60 degrees Centigrade. An electrically heated oven was raised to 70 degrees Centigrade. Glass stoppered volumetric bottles of 500 ccm. capacity, partially filled with distilled water in the first bottle and the various glycerine solutions in the others, were placed in the oven. Vanillin was added to the various bottles in small quantities, with frequent agitation so as to promote solution. The bottles were stoppered tightly during the saturation period in order to prevent loss of water by evaporation. The addition of vanillin was continued until each bottle showed a permanent residue. The temperature of the oven was dropped slowly to 60 degrees Centigrade and held at this temperature for 72 hours in order to permit the vanillin to crystallize out. The bottles were shaken frequently so as to avoid supersaturation. The sample was then withdrawn by means of a pipette previously warmed to a temperature just slightly above that of the solutions. The tip of the pipette was covered with a small piece of coarse filter paper held in place by a rubber band. This prevented floating crystals from entering the pipette. The size of the samples varied with the vanillin (or coumarin) content of the solution. As far as possible a sample equivalent to at least two-tenths of a gram of dry material was taken. In the actual work this required samples from 1 ccm. to 20 ccm.

The same procedure was repeated for 50, 40, 30 and 20 degrees Centigrade. A cooling bath was employed for 02 degrees Centigrade. No determination was made at 10 degrees Centigrade. The experiments were repeated for coumarin in the same way. Since the solubility of coumarin is much less than that of vanillin under identical conditions, it required less coumarin for saturation, and a larger sample for the actual determination of the amount present.

The actual determination of the vanillin or coumarin present in the various solutions were made by extraction with ether and subsequent evaporation.⁸ The sample was taken as previously described, and allowed to run into a 125 ccm. separatory funnel. It was then diluted if necessary to 20 cubic centimeters with distilled water. The aqueous solution was extracted with one 50 ccm. volume of ether, and then with five successive 35 ccm. portions. The combined ether extracts were placed in a clean, dry separatory funnel of 250 ccm. capacity, and allowed to stand until a slight aqueous layer had collected in the bottom. This aqueous layer was run out, and the inner wall of the separatory stem dried with cotton.

The ether solution was evaporated at about 30 degrees Centigrade in clean 100 ccm. beakers. The residue was then taken up in 20 ccm. of warm water, and poured into

⁷An excellent discussion of methods for determining solubilities will be found in Seidell's "Solubilities of Inorganic and Organic Compounds," Second Edition Revised. Page 757.

⁸For coefficient of distribution see Seidell's "Solubilities of Inorganic and Organic Compounds," Second Edition Revised.

a separatory funnel and extracted for a second time in exactly the same manner as before. The ether for extraction was used to rinse the beaker in which the evaporation had been made. This second separation was necessary in order to obtain dry vanillin or coumarin free from glycerine. Glycerine itself is very insoluble in dry ether. However, in the procedure as outlined above, the ether becomes saturated with water, and there is a perceptible solubility for glycerine; therefore, the second extraction and evaporation was necessary. The second evaporation was carried out in a weighed beaker. The residue was finally dried in

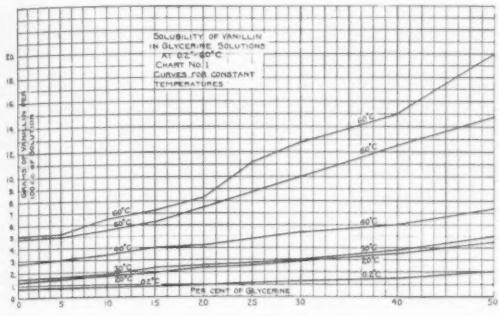


CHART NO. 1.

a desiccator, and the amount of vanillin or coumarin was obtained by the increase in weight. It is obvious that in a solution containing only water the second extraction would not be required. All determinations were run in duplicate.

The results obtained are presented in tabular form. The temperatures are indicated at the left hand side in degrees Centigrade and on the right hand side in degrees Fahrenheit.

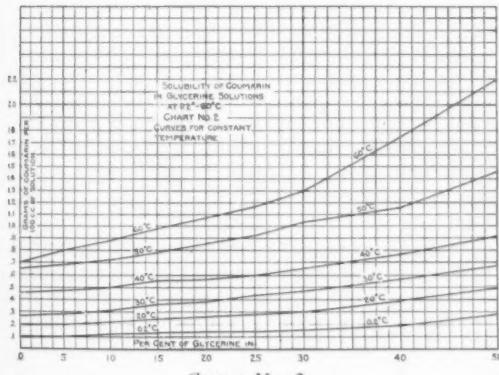


CHART NO. 2.

heit. The values are given in grams per hundred cubic centimeters and can be converted to ounces per gallon by multiplying by 1.28.

The information in the literature regarding the solubility of these two aromatic chemicals is rather meager. The Flavoring Extract Makers' Association has completed some work on the solubility of vanillin and coumarin.⁹ Some information on the solubility of coumarin in alcohol has been published in the AMERICAN PERFUMER.¹⁰ Brief

mention in regard to the solubility of vanillin and coumarin is made in Seidell's "Solubilities of Inorganic and Organic Compounds."¹¹

This table is valuable to the extract maker because it gives mathematical data to determine the amount of glycerine required to dissolve certain amounts of vanillin and coumarin. Secondly the data indicates whether or not a solution of a certain composition will be permanent if subjected to cold weather. Thirdly the data indicates the

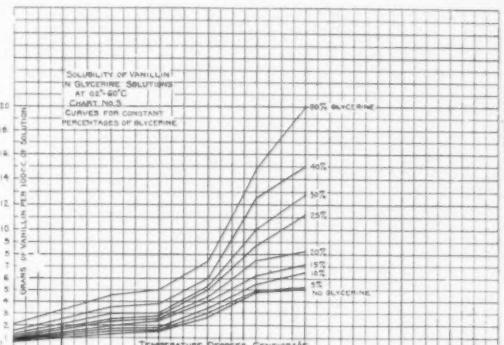


CHART NO. 3.

advantage to be obtained by heating such solution to approximately 60 degrees Centigrade in order to obtain rapid solution. Finally data has been published giving a preliminary study of the manufacture of glycerine extracts from the vanilla or tonka bean;¹² therefore, it is evident that such information in conjunction with this data is a prac-

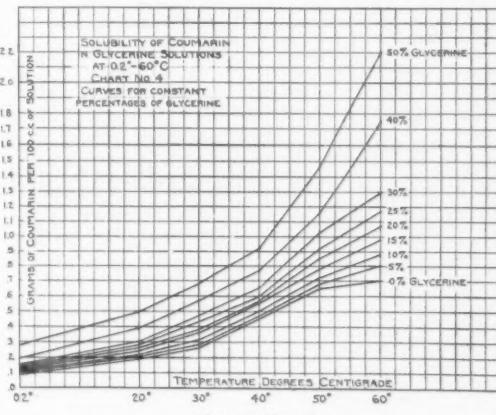


CHART NO. 4.

tical basis for the manufacture of non-alcoholic vanilla compounds.

The results obtained in this investigation are also shown in graphical form. Chart No. 1, illustrates graphically the solubility of vanillin for constant temperatures. These curves show that while the temperatures are constant, the solubility of vanillin increases with the percentage of glycerine present in the solution. Chart No. 2, shows similar data for coumarin. Chart No. 3, shows the solubility of

⁹See report by F. L. Beggs, chairman research committee, Flavoring Extract Manufacturers' Association, at annual meeting at Springfield, Mass., July 8, 1920.

¹⁰See AMERICAN PERFUMER, 14, 5, 166.

¹¹See "Solubilities of Inorganic and Organic Compounds," Seidell; Second Edition Revised and Enlarged, pages 278 and 744.

¹²See "Glycerine as a Substitute for Ethyl Alcohol in Food Flavors," AMERICAN PERFUMER, 15, 2, 55.

vanillin with a constant percentage of glycerine. On this case, the graphs show plainly how the solubility increases with the temperature. Chart No. 4, shows the similar curves for coumarin.

VANILLIN IN GRAMS PER 100 CCM.

PER CENT OF GLYCERINE IN TERMS OF C. P. GLYCERINE IN SOLUTION AT 20.0° C.

Degrees	0%	5%	10%	15%	20%	25%	30%	40%	50%	Degrees
C.										F.
60	5.05	5.20	6.50	7.20	8.25	11.2	12.8	15.0	20.0	140.0
50	4.80	4.90	5.50	6.25	7.50	8.75	10.0	12.0	14.8	122.0
40	2.65	3.00	3.40	4.00	4.20	*	5.3	6.0	7.40	104.0
30	1.50	1.60	1.80	2.35	2.50	2.70	3.00	3.80	5.00	86.0
20	1.25	1.50	1.75	1.95	2.30	2.50	2.95	3.50	4.50	68.0
0.2	.68	.70	.75	.85	.95	1.10	1.25	1.50	2.06	32.4

*No determination.

COUMARIN IN GRAMS PER 100 CCM.

PER CENT OF GLYCERINE IN TERMS OF C. P. GLYCERINE IN SOLUTION AT 20.0° C.

Degrees	0%	5%	10%	15%	20%	25%	30%	40%	50%	Degrees
C.										F.
60	.70	.80	.88	.98	1.09	1.17	1.30	1.75	2.20	140.0
50	.65	.68	.72	.78	.85	.92	1.03	1.16	1.46	122.0
40	.45	.47	.50	.55	.56	.60	.65	.77	.92	104.0
30	.26	.28	.31	.36	.38	.43	.47	.57	.68	86.0
20	.19	.20	.22	.24	.26	.28	.30	.37	.50	68.0
0.2	.09	.10	.12	.13	.14	.14	.15	.19	.28	32.4

CONCLUSIONS.

1. A method for determining the solubility of vanillin and coumarin in glycerine solutions has been described.
2. Data is given showing the solubility of vanillin for a range of 0.2 degrees Centigrade to 60.0 degrees Centigrade for solutions containing up to 50 per cent of glycerine.
3. Data is given showing the solubility of coumarin for a range of 0.2 degrees Centigrade to 60.0 Centigrade for solutions containing up to 50 per cent of glycerine.
4. The immediate importance of this information and its application in actual manufacture has been discussed.

Mellon Institute of Industrial Research, University of Pittsburgh, Pittsburgh, Pa., November 4, 1920.

Bourbon Vanilla Production.

The production of vanilla beans in Madagascar and dependencies, including the Comoro Islands, and in the islands of Reunion and Mauritius for the season 1920-21, has been officially estimated as follows, in pounds:

Madagascar and dependencies—Comoro Islands, 553,355; East Coast, 498,184; Nossi-Be, 99,207; total, 1,150,746; Mauritius, 1,102; Reunion, 176,368.

Although official statistics have not been received concerning the Seychelles Islands, it is understood that the production in that archipelago will not be greater than, and probably not as great as, that of last season, which mounted to only 6,614 pounds of cured beans.

Vanilla Yield in French Possessions.

The yield of vanilla in the various French possessions in the Indian Ocean for the 1919-1920 season is estimated to amount to: Madagascar, including the Comoro Islands, 936,937 pounds; Reunion, 98,414 pounds. The production of Mauritius is estimated at 2,646 pounds, and a report of the Governor of the Seychelles Islands places the yield in the archipelago at 6,614 pounds during 1919.

Export Duty on Vanilla at Guadeloupe.

In the Journal Officiel of the Colony of Guadeloupe, issue of September 2, 1920, there was published an executive decree of August 28, 1920, putting into effect the export duties on vanilla and vanillin that were prescribed by a resolution of the Colonial Council of August 1, 1919. These duties are 0.75 franc per kilo for vanilla and 0.50 franc per kilo for vanillin.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

OFFICIAL AGRICULTURAL CHEMISTS.

The thirty-seventh annual convention of the Association of Agricultural Chemists at Washington last month elected the following officers: Honorary president, H. W. Wiley, Woodward building, D. C.; president, W. F. Hand, Agricultural College, Agricultural College, Miss.; vice-president, F. P. Veitch, Bureau of Chemistry, Washington, D. C.; secretary-treasurer, C. L. Alberg, Box 744, Eleventh Street Station, Washington, D. C.; additional members of the executive committee, A. J. Patten, Agricultural Experiment Station, East Lansing, Mich.; H. D. Haskins, Agricultural Experiment Station, Amherst, Mass.

These referees were appointed: Testing chemical reagents, G. C. Spencer, Bureau of Chemistry, Washington, D. C.; potash availability, A. G. McCall, Agricultural Experiment Station, College Park, Md.; drugs, G. W. Hoover, United States Food and Drug Inspection Station, Transportation Building, Chicago; fats and oils, G. S. Jamieson, Bureau of Chemistry, Washington, D. C.; non-alcoholic beverages, W. W. Skinner, Bureau of Chemistry, Washington, D. C.; coloring matter, W. A. Mathewson, Bureau of Chemistry, Washington, D. C.; flavoring extracts, C. D. Howard, Laboratory of Hygiene, Concord, N. H.

STATE.

Connecticut.

The Connecticut Agricultural and Experiment Station reports that of 100 carbonated soft drinks submitted by the Food Commissioner 19 were found to contain saccharine, in violation of law. Seventy-five samples of toilet preparations were tested for wood alcohol, two being found unlawful. One contained 30.30 per cent and the other 15.50 per cent of wood alcohol.

Indiana.

I. L. Miller, State Food and Drug Commissioner of Indiana, reports 93 analyses in July, of which 65 products were legal and 28 illegal. Two lemon extract samples were pronounced legal.

North Dakota.

The October Bulletin of the Food Department of the North Dakota Agricultural Experiment Station makes a strong onslaught on saccharine as a menace to health and will enforce the State law prohibiting its sale.

Use of Saccharin to Be Prosecuted at Washington, D.C.

The District of Columbia Health Department announces that prosecution will be instituted against a local soft drink concern for the alleged substitution of saccharin for sugar. Dr. Fowler, head of the health department, some time ago issued warning to the bottlers against the use of saccharin in their products, and his chemists recently reported that the offense was being committed in the case mentioned.

Bill May Bar Shaving Brushes of Horsehair.

Laboratory tests having proved that horsehair frequently carries the anthrax germ, one of the deadliest of microbes, the New York State Health Department has started a movement against the manufacture of shaving brushes of that material. In the next session of the Legislature a bill probably will be introduced to prohibit the manufacture and sale of horsehair shaving brushes.

Imports of Vanilla Beans

Imports of vanilla beans for the nine months ending September, 1920, amounted to 1,078,619 pounds as against 879,619 pounds in the corresponding period of 1919.



Mr. G. A. Russell, whose paper on "Cultivation of Horsemint (*Monarda Punctata*) in Florida" appears on page 365 of this issue of *THE AMERICAN PERFUMER*, is an experienced member of the Bureau of Plant Industry, United States Department of Agriculture. Mr. Russell is a graduate in pharmacy from the University of Wisconsin, with graduate work in science at his alma mater. He was taught microscopic analysis of drugs and foods and served

for a time as special agent for the Bureau of Plant Industry investigating various drug and oil industries and oil plant projects carried on by the office of drug, poisonous and oil plant investigations, Plant Bureau, United States Department of Agriculture, for the last seven years.

The primary object of the work carried on by the section of the bureau of which Mr. Russell is a member, is investigating the commercial activities now engaged

in production of volatile oils in the United States, and conducting experiments looking toward the establishing under cultivation of new volatile oil crops either of those now grown abroad or produced from wild plants indigenous to the United States.

Mr. Russell has had extensive experience both in laboratory and in field work relating to the drug and oil industry, and his findings are of value and importance. Among other things, Mr. Russell, during his association with the Department of Agriculture, has been actively engaged in the following projects carried on by the office of drug, poisonous and oil plant investigations, Bureau of Plant Industry, United States Department of Agriculture; essential oil crop production; establishment of the camphor industry; utilization of drug and related crop wastes; ginger growing investigations. He also has published a number of circulars, bulletins and magazine articles of interest to the essential oils and drug trades.

J. Harold Lane, superintendent of the perfume department of the United Drug Company, returned on the *Olympic* November 24. He visited Boots Pure Drug Co., Ltd., Nottingham, England, which was recently acquired by the United Drug Company.

F. S. Hyatt, of the Brass Goods Mfg. Co., was foreman of the Federal Grand Jury in Brooklyn in November.



G. A. RUSSELL

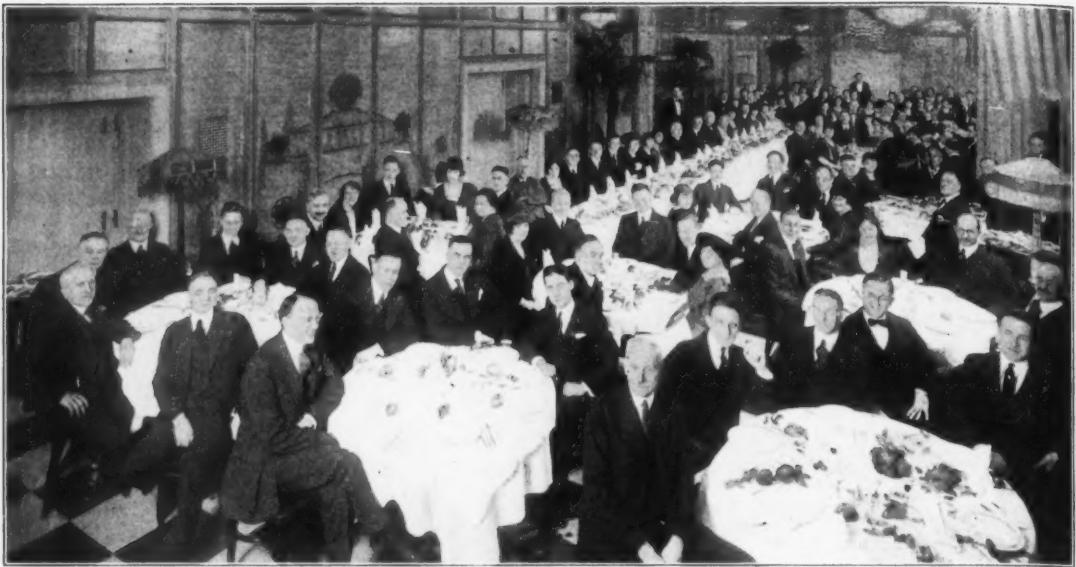
Mr. Melvin De Groote, whose article on the "Solubility of Vanillin and Coumarin in Glycerine Solutions" will be found this month in our Flavoring Extract Section, is a frequent contributor to our columns. Mr. De Groote was graduated from the Ohio State University in 1915, with the degree of Bachelor of Chemical Engineering. He was employed as testing chemist for the Maxwell Motor Co., Detroit, until 1916, when he accepted a position in the

Research Department of the Koppers Company. This work included considerable investigation of cyanogen and coal tar crudes. In 1918, Mr. De Groote became chief chemist for the Hachmeister Lind Chemical Co., Pittsburgh, manufacturers of heavy chemicals, ceramic oxides, and laundry and dry cleaners' specialties. During the war, Mr. De Groote was connected with the American University Experiment Station, of the Chemical Warfare Service. This work included intensive inquiry into the development and manufacture of cyanogen, chlorcyanogen, brom-benzoyl cyanide and chlor-acetophenone.

Since the war, Mr. De Groote has been affiliated with the Technical Products Laboratories, Mechanicsburg, N. Y., and the Procter and Gamble Co., soap manufacturers, Cincinnati, Ohio. Mr. De Groote is now Industrial Fellow of the Mellon Institute of Industrial Research of the University of Pittsburgh. He has acted in a consulting capacity to many flavoring extract and beverage manufacturers and delivered an address at the Flavoring Extract Manufacturers' Association recent annual convention at Springfield, Mass.

B. T. Bush, president of the Antoine Chiris Co., has sold to Harry Aronson, through the Charles F. Noyes Co., the five four and five-story buildings at 14-20 Platt street and 12-16 Gold street, New York. The deal is said to have represented approximately \$500,000.

George Lueders & Co., a picture of whose new home was printed on page 341 of our last issue, moved this month into the commodious structure at 427-429 Washington street, corner of Vestry street, New York City. The firm has received numerous congratulations from customers and other friends upon the latest step forward, for the new building seems to be admired by all.



ANNUAL BANQUET CHICAGO PERFUMERY, SOAP AND EXTRACT ASSOCIATION, DEC. 14, 1920. (See opposite Page.)

Mr. Theodore K. Shipkoff, of the well known otto of rose house bearing his name, has written an interesting letter, which we take pleasure in quoting in part. The American representative is Antoine Chiris Co., New York. Mr. Shipkoff says:

"It is with keen pleasure that I have watched the healthful growth and prosperous development of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, which has now become an indispensable journal for all American perfumers and a most valuable medium of advertising for all essential oil manufacturers. I fully agree with your statement that 'money spent in advertising in a journal like yours is a sure insurance on the production of the future.' Am so sorry that on account of the war I had to interrupt my annual visit to America. It was my ardent desire to revisit my many friends in America, immediately the peace was concluded, but important business engagements in Kazanlik and Sofia have prevented me from visiting the States before this.

"During the war our rose industry was entirely neglected and now we have to work hard to renew and rebuild it and also to modernize it to the new conditions and requirements—and we are doing our best in this direction. It may take us three, four or five years to do it thoroughly, but we shall do it. Where there is a will, there is always a way. Since the Balkan war, Sofia has become the heart of Bulgaria and the very center of all industrial and commercial enterprises and we too had to open a branch office here in charge of myself. It is now located in the Bank of Sofia, of which I am one of the directors, while my brother and partner, Mr. Petrel Shipkoff, remains in charge of our main offices in Kazanlik. All Westerners visiting the Orient (the Near East) always stop in Sofia, but rarely visit our provincial towns, even Kazanlik, and I have to be in Sofia to keep in touch with all Westerners visiting our capital. The latest visitor from your growing Far West was that most enterprising Yankee Mr. W. T. Rawleigh, the president of the W. T. Rawleigh Co., of Freeport, Ill.

"The 1920 rose crop was the smallest on record, hardly more than 40,000 ounces, which is only one-quarter of the annual average demand. The coming crop is bound to be even smaller as the rose plantations are in a sickly condition and were much damaged by the recent cold snap. We do not expect to have good pre-war crops before 1924."

Antoine Chiris Co. has purchased a plot of land at Delawanna, N. J., from Frank R. Allen, Elva B. Allen, David R. Smith and Adda W. Smith, for \$32,000. It is understood that the land is wanted for extension of the company's plant.

Mr. George Hall, one of the best known perfumers in the industry is seriously ill at 1030 N. First avenue, Tucson, Arizona. His many acquaintances and friends are hopeful of an early improvement in his condition.

The 1920 sales convention of Magnus, Mabce & Reynard, Inc., New York, was held from December 15 to 18. General business meetings and discussions were held on December 15 and 16. A luncheon was given at noon December 17, and a theater party that night. A banquet was held on the night of December 18. All representatives of the company were present, and it was by far the largest convention ever held by this organization.

Vivaudou Co., of New York, has declared a quarterly dividend of 25 cents a share, payable January 2 to stock of record December 15. The company heretofore has been paying 50 cents a share. Earnings it is said amounted to \$288,450 for the three months ended October 31 or at the annual rate of nearly \$4 a share before providing for taxes. The reduction in dividend is for the purpose of conserving cash to meet expansion here and abroad and to take advantage of the low prices of raw materials.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

The annual banquet of the Perfumery, Soap and Extract Association of Chicago was held Tuesday evening, December 14, in the Morrison Hotel of that city.

At the noon session they held the election of officers, resulting in the following staff for the ensuing year: Mr. H. E. Lancaster, president (chemist for Marshall Field & Co.); Mr. Emil J. Voss, vice-president (purchasing agent for Graham Bros. Soap Co.); Mr. Clarence Morgan, secretary and treasurer (manager chemical department of Rockhill & Vietor).

The banquet itself was a pronounced success, perhaps mainly because unlike former years it was not a "stag" affair. The innovation of having ladies present gave an added delight to the evening's pleasure.

Mr. George A. Briggs, representing Violet, Paris, for the Western territory, acted as toastmaster. Judge Adelore Petit, the speaker of the evening, gave a very interesting talk on the amusing incidents in his experience on the bench. Mr. John Blocki, who is the father of the organization, gave a brief talk. Mr. H. E. Crooks, the retiring president, received a handsome loving cup from the mem-

ture, close to the brow of a hill, entirely surrounded by perfume flowers, which would indicate to anyone seeing the picture just where the factory may some day hold forth.

We are advised by Mr. Joseph DeLorme that he has incorporated the Riviera Products Co. and has established headquarters at 154 West Lake street, Chicago. For several years he was associated with Mr. E. C. Holman in the DeLorme-Holman Co. and has now embarked entirely on his own account.

For over five years he has been engaged in the perfumery supply industry, originally representing New York essential oil firms, and early in 1919 formed his previous connection. He has disposed of his interest to Mr. Holman, and will represent H. Lieber & Co., New York manufacturers and dealers in certified and technical colors in addition to his main line.



H. D. CROOKS
(Retiring President.)

H. E. LANCASTER
(Incoming President.)

bers, after which Mr. Clarence Morgan, the newly elected secretary and treasurer, made a few remarks pertinent to his term of secretarial activity.

The dance which followed the dinner was thoroughly enjoyed and the ladies were the happy recipients of favors consisting of handsome boxes of perfume, toilet water and other toilet articles, donated to the association by various perfumers.

The members of the entertaining committee, Mr. A. G. Spilker, W. J. King and I. D. Fadden, deserve great credit for the delightful time afforded those who attended the banquet.

C. J. Romer, Inc., drugs and chemicals, at 359 Broadway, New York, has filed schedules in bankruptcy, with liabilities of \$67,001 and assets of \$16,036, consisting of stock, \$7,000; machinery, etc., \$7,899, and accounts, \$1,137.

Robert W. Smith, of Julian W. Lyon & Co., Inc., New York City, who is journeying in Europe, has passed on from Seville and Grasse to Paris. A postal card view of Grasse is thus commented upon by him: "It is too bad the Julian W. Lyon & Co. factory does not show in this picture! I think you know how to fix those things up, though." It is done. We have made a nice little ink spot on the pic-

ture, close to the brow of a hill, entirely surrounded by perfume flowers, which would indicate to anyone seeing the picture just where the factory may some day hold forth.

Mr. Ernest C. Holman, president and general manager of DeLorme-Holman Co., 186 North La Salle street, Chicago, advises that the withdrawal of Mr. J. DeLorme will make no change in the affairs of the company. The title will be continued for the present, and the headquarters will remain at the same location. As soon as plans for the extension of the business next year are completed, a further announcement will be made.

Mr. Charles A. Rindell, 1705 City Hall Square Building, Chicago, whose earnest countenance adds to the interest of this item, has been appointed general Western representative for the Metal Package Corporation, New York. To those who know Mr. Rindell's energy, this means that the already large business of the Metal Package Corporation will be increased in the West, and that our friend will also thereby increase his already high commercial and personal prestige throughout his territory.

Mr. Rindell has been a specialist for years in containers and their adjuncts, and as he already represents the Alderman-Fairchild Co., Rochester, N. Y., who are important factors in the manufacture of paper boxes, and F. E. Mason & Son, Batavia, N. Y., makers of seals, he will now be in a very strong position through the other bower.

Mr. Rindell is a salesman who studies his customers' point of view as well as that of his principals, and who generally manages to please both.



JOSEPH DELORME



CHARLES A. RINDELL

Joseph Reichert, manager of the oil refinery department of the Procter & Gamble Co., has resigned to return to teaching. He has accepted the professorship of general and industrial chemistry of the University of Notre Dame at South Bend, Ind. Mr. Reichert taught chemistry for six years in the University of Minnesota.

Judge Mayer on Nov. 26 appointed Sheppard G. Schermerhorn and Leo Oppenheimer receivers for American Mustard Co., Inc., at 42 Broadway and Bush Terminal Building, Brooklyn. It is stated that the liabilities are approximately \$122,000 and the assets about \$35,000.

The management of the Bush Terminal Sales Building announces the appointment of Mr. George W. Minstrell as manager of the Toilet Articles and Perfumery Division of the building. Mr. Minstrell is widely known throughout the trade with which he has been associated for many years. For the last fifteen years he has been identified as buyer and manager of the toilet goods, drug, surgical instruments and laboratory departments of Bloomingdale Bros.' department store in New York City.

Before entering into the commercial field, Mr. Minstrell had undertaken a thorough technical preparation for his chosen life work. He is a graduate pharmacist and chemist of the University of California, and a recognized specialist and technician of wide and successful experience in the manufacture and sale of perfumes and toilet articles.

In announcing Mr. Minstrell's appointment, Mr. J.

P. Fallon, general manager of the Bush Terminal Sales Building, stated that the Perfumery and Toilet Articles Division is among the most important in the institution, for upwards of 150 leading manufacturers of perfume and toilet articles are represented in the building and show factory samples of their products for inspection and orders by wholesale buyers. The industries have been marked by steady and rapid growth during the last few years and an elevation in standards of personal living and hygiene has changed many of these essentials from luxuries to everyday necessities.

Department, drug and other stores have enlarged their displays and increased their variety of perfumeries and toilet articles as trade builders, Mr. Fallon said, while an increasing number of women's specialty and other shops has sprung up throughout the country. The gradual advance in population and the extended means of retail distribution penetrating the largest as well as smallest communities throughout the country assure a steadily increased demand. Moreover, many notable export sales made through the Perfumery and Toilet Articles Division of the Bush Terminal Sales Building attest an increasing appreciation of the products in foreign countries.

To meet the varied and growing needs of buyers who visit New York and to keep pace with the progress of the industries, the management of the Bush Terminal Sales Building plans for the expansion of its Perfumery and

Toilet Articles Division, Mr. Fallon stated. For the development and extension of the divisions under the management of Mr. Minstrell, the new ten-story addition to the Bush Terminal Sales Building, now rapidly approaching completion, will provide large space. The management feels fortunate, Mr. Fallon said, in being able to announce Mr. Minstrell's association with the company. His technical knowledge of the manufacturing and his fund of experience in the sales of foreign and domestic toilet articles, drug sundries and perfumes will now be at the service of the large number of manufacturers whom the Bush Terminal Sales Building represents.

In his new work, Mr. Minstrell will be assisted by Miss Fannie London, who was associated with him for more than fifteen years at Bloomingdale's, and who is widely and favorably known to toilet articles buyers and manufacturers throughout the country.

Mr. F. W. Heine, senior partner of Compagnie Duval, 32 Cliff street, New York, recently returned from Grasse,

where he visited Schmoller & Bompard, who have appointed Compagnie Duval as American agents. He had the pleasure of meeting the partners in the firm, Messrs. Paul Bompard; Henri Bompard; Jean Bompard (acting mayor); and Honoré Guichard, manager. The snapshot shown herewith was taken by Mr. Heine on October 15.

Schmoller & Bompard advise that they are hard at work making up for time lost during the war and are undertaking special flower cultivation in some of their newly acquired flower fields.

They add that production has been increased and is now sufficient to take care of all demands.

Mr. C. A. Tome, manager of the Bond Manufacturing Co., Wilmington, Del., manufacturers of decorated collapsible tubes, was a recent visitor to New York. He reports that business has held with them very well.

A report filed by the State Comptroller shows that Richard M. Colgate left a total estate of \$5,985,163, of which only \$144,460 was taxable in New York. He died in West Orange, N. J., on September 17, 1919, leaving most of his estate in New Jersey. He had \$4,246,587 of Colgate & Co. common stock. To his widow, Margaret A. Colgate, who resides in West Orange, he left one-half of his personal property and the income from two-thirds of his residuary estate. The balance of the estate was divided among his son, Henry A. Colgate, and his daughter, Muriel Colgate, and other relatives and charitable institutions.



G. W. MINSTRELL



(Left to right) PAUL BOMPARD,
HENRI BOMPARD, JEAN BOMPARD,
HONORÉ GUICHARD,

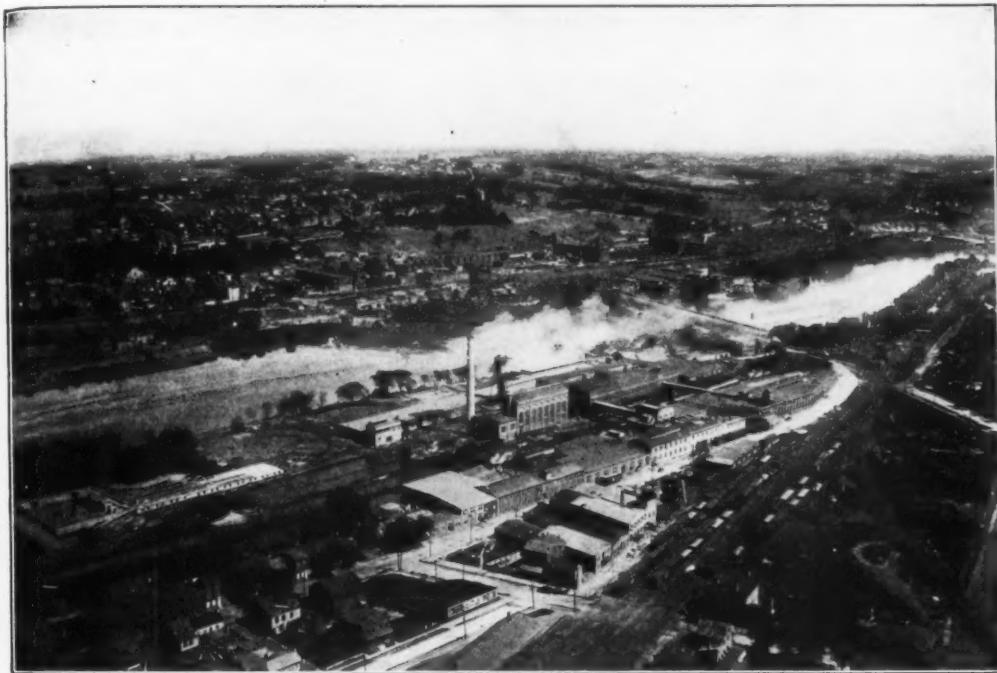
One of the most interesting commercial uses of the aeroplane has been in the taking of photographs of large industrial plants. The picture below is the first aeroplane photograph ever taken of a vulcanized fibre plant. The plant is the Bridgeport plant of the Diamond State Fibre Company, Bridgeport, Pa. (near Philadelphia). This is the largest of the eight plants of this company, which is the largest fibre manufacturer in the world. The photographer had an exceptionally clear day and made a remarkable photograph. It must be borne in mind that there is absolutely no retouching on this picture.

The Diamond State Fibre Company's plant is located on the west bank of the Schuylkill River, about 20 miles northwest of Philadelphia. On one side of the plant is the main line of the Philadelphia & Reading and the Schuylkill River on the other.

ucts of this company. In the lower left hand corner of the photograph will be seen the foundations for a large paper mill which will soon be turning out Diamond-F Protective Papers.

Sales offices of this company are located in all the principal cities of the world and the increasing production of Diamond Fibre and Diamond Fibre Products causes an immense consumption of new materials and supplies.

McCormick & Co., of Baltimore, recently prepared a chart showing how the "idle" money now in bureau drawers, trunks, workmen's pockets and in other hiding places would revive business if it were put to work. The amount of money held out of circulation in this manner has been variously estimated, some figures running up into the billions.



VIEW FROM THE AIR OF DIAMOND STATE FIBRE CO.'S PLANT, BRIDGEPORT, PA.

Every process in the fibre industry from the raw material stage to the finished product is made in this plant. Over thirty acres of land with thirty buildings, containing 400,000 square feet of floor space are occupied. The buildings are of modern fire-proof construction, and contain the latest and most up-to-date equipment. A private telegraph station with both Western Union and Postal Telegraph connections is maintained. At the present time an experimental wireless station is being installed.

This plant furnishes employment for over 850 people. A large self-service lunch room is maintained for the employees and group insurance is carried for all employees who have been with the company three months or more. The employees also have their own baseball and basket ball teams.

Additions to the plant are constantly being made in order to keep up with the ever-increasing demand for the prod-

D. P. Daugherty has resigned from the National Aniline & Chemical Co. after a service of sixteen years. Mr. Daugherty has gone to Clearwater, Fla., for the winter.

A misapprehension seems to exist as to the extent to which M. L. Barrett & Co., Chicago, have suffered from a fire, as reported in several newspapers. It appears that the company rented a basement for warehousing purposes and a fire in that building damaged warehouse stock to the extent of about \$35,000, fully covered by insurance.

The five-story store and office building at 230 West Lake street is in no way connected with the warehouse, and the Cicero factory is also unimpaired and receipt of goods ordered by wire on the morning after the fire has put the company in its normal position as to shipments.

The merchandise manager of the Dennison Mfg. Co., Framingham, Mass., recently wrote us the following thoughts regarding seals, which may be of interest:

"Edward," said the boss, "Miss Murdock, toilet goods buyer of Blank & Co., is coming in today to look over our line. You hold the fort while I go down to the barber's and get fixed up." "Boss," replied Edward, the salesman, "What you want to fix up is our line and not yourself. Our containers are old-fashioned and our seals are passé, which is French for 'punk.' I wouldn't blame Miss Murdock if she passed us up without ever giving us an order for our new nationally advertised face cream."

As competition increases, the toilet goods manufacturer who is alive to the responsibility of keeping his particular brand before folks who buy, must devote more and more attention to his packaging or "put-up." A two-ounce bottle with a blue and white label of the old-fashioned druggists' variety wouldn't sell in these days, even though it were filled with the finest perfume. The impression must be made first upon the dealer because he likes to display a good-looking package and, second, upon the enfranchised young lady who stills loves the beautiful, even though she does vote for Presidential candidates.

If the preparation is put up in a bottle, there should be that distinctive shape which makes it stand out among the others on the counter. If a box is used, the essentials to be considered are style, color of paper and printing and quality workmanship. The box cover must not be so tight that it will not come off easily, nor must it be so loose that it falls off.

When the box is made of a colored paper, there is another small point, which, if overlooked, destroys the appearance of the package on milady's dresser. Colored paper, even though it be of the finest grade, varies in shade. One sheet may be several degrees darker than those which precede and follow it. Careful box makers, therefore, first match up the sheets and then cut the boxes and covers from the sheets which match. This is exactly the same procedure as is followed in the manufacture of tan shoes. Makers of cheap shoes cut rights from one hide sometimes and lefts from another. If the hides vary, the shoes do likewise. Makers of the best shoes match rights and lefts to be sure that they are of the same shade. So the shoe man and the box maker are up against similar problems.

Last, but by no means least, consideration must be given to the seal or label for the toilet goods package. It can be honestly said that the seal is the official "greeter" for the package. The young girl walks into the store and glides over to the toilet goods counter. She sees several displays of tempting powders and perfumes. What does she do first? Why, she looks at the seal and the seal says the "How do you do? I'm pleased to meet you" for the manufacturer. For just this reason the seal is a most important detail of the put-up. First, it must stick, because obviously a seal which falls off the package or bottle isn't any more of a good-will producer than the salesman who plays pool on rainy afternoons. Secondly, the seal must be distinctive and artistic. Walter Dill Scott, an expert in industrial organization, in the November *American Magazine*, says that the first quality to look for in a salesman is his ability to impress by his appearance the men that he deals with. Just so the humble little seal must impress by its appearance the women who

look at it. It must be artistic; it must be carefully printed and heavily embossed; its edges must not be frayed.

When a toilet goods manufacturer expects to meet the young lady buyer from a big department store, you depend upon it that he is properly groomed, barbered and manicured. He should be just as particular about the appearance of his packages which meet thousands of young and old lady buyers every day.

Ungerer & Co. have just received the following report of conditions of otto of rose from Botu Pappazoglou, Kazanlik, Bulgaria, Nov. 15, 1920:

"During the war the Bulgarian rose industry was greatly neglected and now growers are working hard to renew and modernize it to answer the new conditions. Although the problem is being undertaken with confidence, it is expected to take four to five years to accomplish. The rose crop of 1920 was the smallest on record—hardly more than 40,000 kilos (flowers)—which yielded only a quarter of the average demand for otto. The coming crop is bound to be even smaller, as the rose plantations are in a very sickly condition, and were further damaged by the recent cold snap. Good pre-war crops are not expected before 1924."

John J. McCarthy, Jr., of the Sales Promotion Department of the Diamond Fibre Co., Bridgeport, Pa., in acknowledging a letter from the editor on trade conditions in the field served by this journal, supplies this information:

"You may be interested in knowing that we sent a similar letter to about sixty trade papers covering practically every field from the chemical and engineering publications to food and machinery manufacturers and retail stores of every description. The consensus of opinion is that there is a decided depression at this time, but that the first of the year will see the turn for the better, and that 1921 will be a prosperous year. Many blame the retailer who by refusing to reduce his prices holds up the readjustment that is sure to come."

American Drug Manufacturers' Association is moving its office from Detroit to Washington, D. C., and the secretary expects to be located in the new office in the Albee Building, at 15th and G streets, by January 3.

Mr. Thomas M. Rector, formerly in charge of the Division of Food Technology of the Institute of Industrial Research, Washington, D. C., has been appointed director of the department of industrial chemistry of the Pease Laboratories, Inc., 39 West 38th street, New York City. Mr. Rector has been associated in the commercial development of several nationally known products. During the war he served as an officer in the Chemical Warfare Service and was active in the perfection of the American gas mask.

Mr. Northam Warren, of the Northam Warren Corporation, New York City, has been added to the entertainment committee of the Manufacturing Perfumers' Association.

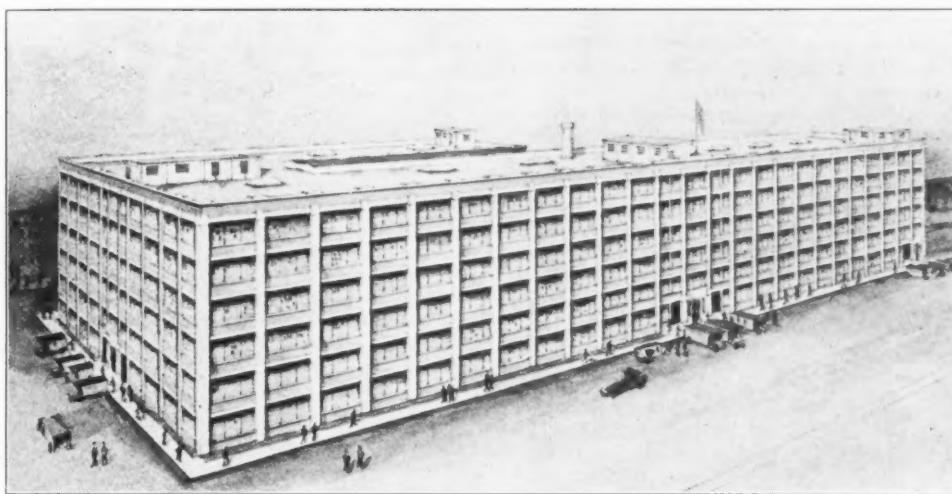
Sidney M. Colgate, of Colgate & Co., has been appointed a member of the special daylight saving committee of the Merchants' Association of New York. Mr. Colgate resigned recently as a member of the Board of Education, of Orange, N. J., which office he had held very efficiently for a number of years.

The great success of the duplex spring clamp seal has made it necessary for the National Seal Company, Inc., to establish an extensive plant in Brooklyn, N. Y., to be operated in conjunction with their other works at Portland, Maine, which have been severely taxed for space and facilities to meet the demand for their closure device for sealing jars and bottles containing cold cream preparations, cosmetics, lotions and kindred products.

The new building occupies a plot covering the entire block front in 14th avenue and 200 feet in 36th and 37th streets. It is six stories in height, with basement and subbasement. It is the last word in progressive factory building, embodying many striking and carefully worked out features for promoting the efficiency, health and happiness of employees. After all it is only by striving for the ideal working conditions that the maximum output can be achieved. Team work has always been the aim and one of the big assets of the National Seal Company organization.

out a supply of duplex spring clamp seals that will make up for a restricted output of the last two years and fill all new demands at the shortest possible notice.

G. H. Neidlinger, of the Peerless Tube Co., of Bloomfield, N. J., is the proud father of two sons, Lloyd and Newell, who have been selected for all-American football honors. Both boys made a name for themselves in athletic circles in High and Prep school prior to entering college. Lloyd (Pudge) is a student at Dartmouth, while Newell attends Yale. "Pudge" won the center berth on most 1919 all-American freshman elevens, and this year his brother Newell landed a half-back berth on the mythical all-American freshman team. "Pudge" was a member of the Dartmouth varsity eleven this year and just returned from Seattle where the big Green eleven defeated the Seattle team, 28 to 7. Newell was a four letter man at



NEW BRANCH FACTORY OF THE NATIONAL SEAL COMPANY, INC., 14TH AVENUE AND 37TH STREET, BROOKLYN, N. Y.

The structural part of the new building is made of reinforced concrete and steel from foundation to roof, thus making it 100 per cent fire proof. The wide staircases, extra high ceilings and massive supporting columns show a liberality of treatment, presenting an imposing architectural completeness and indicating the "eternal fitness of things" in a very attractive way. Every nook and corner of the building is flooded and suffused with daylight superinduced by the abundance of panelled plate glass windows which enclose the building on all sides.

From the standpoint of accessibility the location of the building affords many advantages. An express station of the Brooklyn Rapid Transit System is at the corner, thereby affording frequent, speedy and direct connection with Manhattan, while the Long Island Railroad has a spur on the 37th street side of the building, providing means for the rapid handling of incoming and outgoing freight by rail and float to all sections of the country.

The National Seal Company has installed the most modern automatic machinery coupled with conveyor systems in all departments of its factory, and it is expected to turn

Andover prior to entering Yale, winning his big "A" in hockey, basketball, baseball and football. "Pudge" is also a star hockey player. They were formerly East Orange High stars.

The Federal Reserve Bank of New York announces that the Secret Service Division of the Treasury Department had discovered a new counterfeit \$5 Federal Reserve note. The description of the note follows: "On the Federal Reserve Bank of Chicago; check letter "D"; face plate No. 143; W. G. McAdoo, Secretary of the Treasury; John Burke, Treasurer of the United States; portrait of Lincoln. This counterfeit is printed from photo-mechanical plates, of poor workmanship, on fair quality of paper, without silk threads or imitation of them. The number of the specimen at hand is G3061324A. The figures of this number are larger than the genuine, and more widely separated. The portrait of Lincoln is much darker than the genuine. The seal is green, instead of blue. The back of the note is more deceptive than the face."

The Coliseum in Chicago will be the scene of "The Beauty Mart" the first week of March, 1921. The show, the first of its kind ever held, will be the largest and most attractive display of toilet articles and beauty requisites ever exhibited under one roof. The Coliseum, which housed the Republican National Convention, the Annual Automobile Show, the Aviation Show and numerous other events requiring much space, will be filled to its capacity with exhibits of the best known manufacturers of perfumes, toilet waters, lotions, creams, powders and beauty aids of every description.

"The Beauty Mart" will be a beauty show in the fullest sense of the word. The exhibition will be opened with a promenade of Chicago's fairest young women, representing famous beauty types of history in costume, make-up and demeanor. Most of the young women taking part are widely known for their beauty.

Authorities on the subject of beauty, art and sculpture, beauty editors and popular beauties of the stage and screen will give short talks on beauty and methods of attaining it. The mystery of artistic make-up will be brought to light, the newest and most attractive coiffures explained in detail and the latest ideas in manicure and the care of the hands discussed. Proper corseting, correct dieting, breathing and exercises conducive of health and beauty will be unfolded.

Prize contests will be features of the exhibition. Prizes will be awarded to the most beautiful woman, the possessor of the most attractive and expressive eyes, the finest skin, the most luxuriant hair, the best kept hands, the most perfect teeth, the most shapely foot and ankle and the best figure. Among the judges who will select the winners are prominent beauty experts and editors.

A complete boudoir and bathroom, containing beauty and toilet requisites, will be of especial interest to women and those who cater to their requirements in aids to beauty and toilet articles and preparations. Another interesting exhibit will be the perfect beauty parlor, equipped with all the modern electrical devices, soaps and toilet preparations. This exhibit will be of educational value to both beauty doctors and their clients.

His majesty, the American man, will come in for some recognition at the "Beauty Mart." The ideal barber shop will be shown in the Coliseum Annex, together with methods and preparations for improving the appearance of the man. Shaving soaps, powders, pastes, massage creams, shampoo concoctions, hair tonics, after-shaving lotions, toilet waters, powder, etc.; in a word, all the essentials for a perfect haircut, shave, massage, shampoo, manicure and shine will be on display, with directions for using.

The educational value to buyers, distributors and users of toilet articles and preparations of every description is evident. Buyers and distributors will have the opportunity of viewing and examining the products of many manufacturers and will find many valuable suggestions for the attractive display of beauty requisites in their departments and establishments. The public will receive first-hand information concerning the manufacture and proper methods of using these products to the greatest advantage.

Some further interesting information about the "Beauty Mart" will be found on advertising page 81 of this issue.

"Every effort is being made," says the Trade Exhibits Corporation of Chicago, which is sponsoring the show, "to make the 'Beauty Mart' the most interesting and attractive exhibition ever staged at the Coliseum in Chicago."

The Essential Oil Specialties Co., Philadelphia, Pa., publish on page 61 of this issue the first of a new series of advertisements prepared in striking style. They specialize in terpineol.

The addition of a line of perfumery to their chain of candy stores seems likely to be the next development in connection with the United Retail Stores Corporation which at present controls as subsidiary companies the United Cigar Stores Co., the United Candy Stores, Gilmer's, Inc., and Montgomery Ward & Co. Rumors of this development have been current for some time, and recently it was admitted by V. Vivaudou, head of the V. Vivaudou, Inc., perfume manufacturers and importers, that the stock of the concern was being bought up by the United Retail Stores Corporation. While Mr. Vivaudou said that the United concern did not yet have control of the company, he admitted there was the possibility that this would take place. He denied a knowledge of what the plans of the United concern may be. No officials of the United Retail Stores Corporation could be reached for a statement regarding their plans. It was stated some time ago, however, that no expansion of their holdings was contemplated at this time.

Burglars broke into the offices of Fritzsche Brothers, Inc., dealers in essential oils and chemical preparations, 82-84 Beekman street, New York, November 20. Failing in their efforts to blow open the safe in Mr. Watermeyer's private office they beat a hurried retreat. The "can opener," bomb or other medium they utilized must have exploded, for a fire was started and ruined Mr. Watermeyer's private office, but did slight damage to the company's general offices. The fire loss, which was small, was covered by insurance.

The Whitaker Paper Co., 75-77 Spring street, New York, has recently purchased the modern warehouse and office building located at 48, 50 and 52 Great Jones street, and will take possession Jan. 1, 1921.

Capital increases: Florasynth Laboratories, Manhattan Borough, New York City, \$60,000 to \$100,000; J. Hungerford Smith, Inc., Rochester, N. Y., \$800,000 to \$2,600,000; Roger & Gallet, Manhattan, \$72,000 to \$180,000; Acker, Merrell & Condit, Manhattan, \$5,000,000 to \$7,000,000; Kalytol Chemical Co., Newark, N. J., from \$250,000 to \$500,000; Grand Corrugated Paper Co., Manhattan, \$20,000 to \$150,000; Stephen Hall & Co., Manhattan, \$25,000 to \$75,000.

The Belgian Trading Co., Inc., exporters and importers, 44 Whitehall street, New York City, have been appointed as sole selling agents for United States and Canada, for the well known firm of Nadal, Desparmet & Cie, Nanterre, France. The essential oils and synthetic bases department of the Belgian Trading Co., Inc., will be managed by Mr. Arthur Alexandre, who previously was head of the same department when the National Gum & Mica Co. were the agents of Nadal, Desparmet & Cie, and Mr. Léon A. Danco, vice-president of the corporation. Mr. L. Namy, representative of Nadal, Desparmet & Cie, also will be connected with them. Mr. Arthur Alexandre is at present in France visiting the plant of Nadal, Desparmet & Cie and will be back at his desk about the end of the year.

Edward Schwarz, of this city, has arrived safely in Holland after a rather stormy ocean voyage. Mr. Schwarz recently was nominated a director and manager of Polak & Schwarz, Ltd., of Zaandam, Holland, of which A. L. Van Ameringen, 13 Gold street, New York, is the sole United States representative. Mr. Schwarz, after landing in Boulogne, spent a few days in Paris and found the firm's French house, in Bois Colombes, looking ahead for an early revival in trade. The parent house in Holland was anxiously awaiting the opening of the new plant in Hilversum, the installation of which has been delayed by the customary strikes and lack of skilled labor, but it is expected that everything will be ready for the official opening early in 1921. The research and analytical laboratories already are in operation at Hilversum.

Atlantic Barbers' Supply Co., of Atlanta, Ga., had a particularly attractive booth at the annual convention of the Barbers' Supply Dealers' Association at Cincinnati last month, mention of which was unintentionally omitted from the report of the proceedings. The booth was decorated with cotton in its original state, on the stalk and in the bolt.

Judge Mayer in the Federal Court in New York City has dismissed a petition in bankruptcy filed Sept. 13 against the Ball-Rolled Tube Corp., manufacturers of metal tubes.

Commercial Laboratories, Inc., Newark, N. J., had a fine display of rolling massage cream on view at the annual convention of the Barbers' Supply Dealers' Association at Cincinnati last month, mention of which was inadvertently omitted from the report of the proceedings.

Baltimore Drug Exchange recently heard an interesting report by Richard H. Bond, of McCormick & Co., chairman of its legislative committee, and re-elected the following officers for the ensuing year: President, John C. Muth; vice-president, A. E. Mealy, of Gilbert Bros. & Co.; treasurer, H. H. Robinson, of H. B. Gilpin Co.; secretary, George M. Armor, of McCormick & Co.; executive committee—R. H. Bond, of McCormick & Co.; J. Emory Bond, of Parke, Davis & Co.; A. E. Mealy, James E. Hancock, of John F. Hancock & Son; W. R. Sailer, of Sharp & Dohme, and Philip Heuisler, of the Emerson Drug Co.

Early this month the first large shipment of German synthetic camphor arrived at New York. The landing totaled 100 casks weighing 25,337 pounds. Shipment was made from Hamburg on the steamer *Mor Del Norte*. It was consigned to order of one of New York's large banks.

Newfoundland Government has appointed as Trade Commissioner to the United States, with headquarters at New York, J. M. Devine, of St. Johns, Newfoundland. He has taken an office at the Columbia Building, 29 Broadway. This is the first time in its history that Newfoundland has had an official representative in this country.

Mr. A. E. Boas, of the Northam Warren Corporation, manufacturers of Cutex Manicure Specialties, sailed Nov. 27 on the *Vestris* for South America on a short trip to the four leading countries on business of investigation. He will visit Argentina, Brazil, Chile and Uruguay. Before sailing he said: "Although conditions in South

America are not what they might be in view of the heavy decline in exchange, as a progressive house, we are starting conditions right in the face and meeting them squarely. In time of peace we prepare for war, and now in time of war we prepare for peace. Cutex soon will be a household word all the world over, for advertising has been going on in nearly every language, and extensive plans are being made and carried out to the end that the very large domestic business of this concern will have a struggle on their hands to keep up with export sales."

Paul Vallee, long with Roger & Gallet, of New York, has been appointed assistant treasurer of the firm.

L. A. Van Dyk, manufacturing chemist, 110 West 14th street, New York City, was one of the exhibitors at the recent Barbers' Supply Dealers' convention in Cincinnati.

Cl. Combes Laboratories, Lyon, France, which was established thirty-five years ago, have appointed Mr. Fred G. Hoffherr, 20 Broad street, New York City, as American representative. The Combes Laboratories have devoted their attention to the continent and have disposed of practically their entire output of synthetic aromatic bodies and synthetic flower oils without entering the American market. The first announcement of the Combes Laboratories appears in this issue and will be followed up with other offerings.

Mr. C. B. Larabee has written an interesting article on the subject "Containers That Suggest Luxury of the Product," appearing in the December issue of *Printers' Ink Monthly*. In this article Mr. Larabee maintains that artistic, distinctive original containers appeal indirectly to the sense of smell by their open gratification of the sense of sight.

New York French Export Bureau, 105 Hudson street, New York, has been appointed sole distributor in the United States and Canada for perfumes, powders and soaps bearing the Jaspy trade mark, according to advices received by us from the owner, Societe Anonyme Francaise Les Parfums de Jaspy, 75 Rue du Cardinal Lemoine, Paris, France.

Notice has been issued that the name of the company called Dr. Rudolph Mertin, Inc., 31 Albany street, Boston, Mass., has been changed by the stockholders to the R. Mertin Co., and the change has been approved by the Commissioner of Corporations of Massachusetts. This change does not involve any alteration in the ownership, management or personnel of the company, which will continue to maintain its high standards.

One thousand employees of the Procter & Gamble Soap Company have been laid off as a result of the temporary closing down of the soap making department at Ivorydale plant. The closing order affects about one-half of the entire plant.

Among the voyagers who sailed from New York on the *Aquitania*, on December 14, were Lord Leverhulme, who has been in the United States on a short visit; Robert Mond, of Brunner, Mond & Co., who has been here on business connected with the company's soap interests; V. Vivaudou, the New York perfumer and Fernaud Javol of Houbigant, Paris.

E. B. Hubbard, salesman for J. L. Hopkins & Co., importing drug merchants of New York, was at the home office early this month.

Larkin & Co., Inc., of Buffalo, has taken title to a building in Philadelphia for \$121,500, subject to a mortgage of \$110,000. The assessed valuation is \$140,000.

Walter R. Kirk, of Chicago, broker in oils, greases, tallow, etc., was a recent visitor to New York.

NEW INCORPORATIONS.

Larkin Co., Buffalo, N. Y., manufacturing soap, etc., \$50,000,000 capital stock, has been incorporated by D. D. Martin, J. D. and J. D. Larkin, Jr., Buffalo.

Pompan et Cie, Manhattan Borough, New York City, make cosmetics, \$100,000 capital stock, has been incorporated by S. W. Greenwald, F. P. Price, M. A. Pompan, 38 Park Row.

Frank Bellitti, Manhattan Borough, New York City, barbers' supplies, \$10,000 capital stock, has been incorporated by M. Sternfield, J. Williams F. Bellitti, 164 East 106th St.

Kalina Soap Corp., Buffalo, N. Y., soaps and toilet articles, \$100,000 capital stock, has been incorporated by J. Majewski, W. Drozdowski, J. Ruczkowski, Buffalo.

F. G. Lasher Color Co., Manhattan Borough, New York City, dyes and chemicals, \$25,000 capital stock, has been incorporated by F. W. Parker, H. A. Fischer, J. Brewster, 170 Broadway.

Knickerbocker Dental Supply Co., Fabius, Onondaga Co., N. Y., \$16,000 capital stock, has been incorporated by M. Isaacs, S. E. Littlewood, R. Shulman, Syracuse.

Siapot Sanitary Shaving Brush Corp., Bronx Borough, New York City, \$10,000 capital stock, has been incorporated by M. and L. Froelich, L. Tobias, 717 Jackson Ave., Bronx.

Renner Slade Soap & Chemical Mfg. Co. has been incorporated in Delaware with a capital stock of \$100,000 by Renner and Daisy Mae Slade and Henry Brown, Philadelphia.

Cocoa Products Co. of America, \$1,000,000 capital stock, has been incorporated in Delaware by Frederick W. Hokrkr, James A. Adamson, Elmhurst, L. I.; Guy Caborn, New York.

Continental Laundry Service, Manhattan Borough, New York City, \$50,000 capital stock, has been incorporated by R. and M. Robinson, B. L. Silverstein, 411 Ittner Place, Bronx.

Cascadian Products Corp., Grand View, Rockland Co., N. Y., mineral water and syrups, \$60,000 capital stock, has been incorporated by J. Goebel, B. Haas, E. W. Hofstatter, Nyack.

Phoenix Metal Stamping Co., \$150,000 capital stock, has been incorporated in Delaware by F. R. Hansell, J. Vernon Pimm, E. M. MacFarland, Philadelphia.

Industrial Chemical Laboratories, \$250,000 capital stock, has been incorporated in Delaware by A. J. Kingsbury, L. B. Phillips, Dover.

Meno Corp., Manhattan Borough, New York City, make chemicals and dyes, \$50,000 capital stock, has been incorporated by A. C. Sinclair, A. K. Behrena, J. A. Myers, 151 West 105th St.

Farenga Co., Manhattan Borough, New York City,

barbers' supplies, \$50,000 capital stock, has been incorporated by H. Graf, E. Caraccio, P. Farenga, Richmond Hill.

Pacquin, parfumeurs, Manhattan Borough, New York City, chemicals and toilet articles, \$25,000 capital stock, has been incorporated by L. Frantz, H. M. and J. W. Lester, New Rochelle.

Lyon Botanical Co., drugs and chemicals, has been incorporated with a capital stock of \$150,000 by Julian W. Lyon, E. H. Lyon and J. Judd Mason, New York.

Beaver Soap Products Co., Beaver Falls, Pa., \$50,000 capital stock, has been incorporated with George W. Briggs as treasurer.

Liberty Chemical Co., manufacturer of toilet articles, has been incorporated in Delaware with a capital stock of \$500,000 by George A. Coleman, Walter Napper, W. E. Lewis, Washington.

NEW BOOKS RECEIVED.

"CREATIVE CHEMISTRY," by Edwin E. Slosson, M.S.Ph.D. Published by The Century Company.

This interesting and illuminating publication originated as a series of articles prepared for *The Independent* in 1917-18 for the purpose of interesting the general reader in the recent achievements of industrial chemistry and providing supplementary reading for students of chemistry in colleges and high schools.

The book, with an introduction by Julius Steiglitz, urges the need for more general understanding of chemistry as the fundamental science of the transformation of matter.

The fourteen chapters well illustrated, with diagrams and photographs, deal in order with the following:

Three periods of progress—Nitrogen, feeding the soil, coal-tar colors, synthetic perfumes and flavors, cellulose, synthetic plastics, the race for rubber, the rival sugars, what comes from corn, solidified sunshine, fighting with fumes, products of the electric furnace; metals, old and new.

The entire book is written in a lively style and comes as a refreshing mental draught, especially since all our chemical reading has been filled with technical details and scientific data.

The feature of the book that is most pronounced is the successful attempt to popularize the more or less intricate processes of modern industrial chemistry. Stress is laid on the synthetic or "created" products and it is through the description of the apparently unusual accomplishments that Mr. Slosson effects dramatic and novelistic interest.

The book admirably shows how the seemingly intricate and independent industries are in reality very closely related when reduced to the fundamentals of creative chemistry.

The book itself does not offer any great, new truths but it should serve to inform the general public on a subject upon which the layman is not sufficiently enlightened. It should serve to give an insight into the relation of our chemical industries to our national life and stimulate individual interest in promoting the establishment of legislation that will be conducive to the interests of business men in the field of chemical industries in the United States.

The chapter on synthetic perfumes and flavors more particularly relates to the interests of our readers, but the entire volume will be read with profit and delight by practically everyone interested in modern scientific achievement.

In addition to the general reading matter, a section of

twelve pages is devoted to reading references, which will furnish added information and interest.

"THE CHEMICAL ENGINEERING CATALOG, 1920." This book with 1450 pages is a condensed and standardized catalog of equipment, machinery, laboratory supplies, heavy and fine chemicals and raw materials used in the industries employing chemical processes of manufacture, with a general directory of such equipment, classified and cross-indexed. It contains a technical and scientific books section, that catalogs and describes a practically complete list of books in English on chemical and related subjects.

Perhaps the best idea of the catalog can be gained by excerpts from the page describing the book and defining its purpose:

Described in general terms, the chemical engineering catalog is the official, standard work of reference for chemical engineers, works managers, purchasing agents, operating engineers, and others who buy and specify equipment and materials in the various industries using chemical processes of manufacture.

The volume is published annually under the supervision of an official committee, appointed by the American Institute of Chemical Engineers, the American Chemical Society and the Society of Chemical Industry. The members of this committee have no financial interest whatsoever in the publication of the catalog, but are giving their time and attention to the supervision of the work from a realization of its great practical usefulness, and a public-spirited desire to see it well and thoroughly performed.

The main purpose of the chemical engineering catalog is to inform rather than to advertise in the usual way. By authority of the supervising committee, which directly represents the wishes of those who use the volume for buying purposes, the publishers are required to exclude all general claims, exaggerated statements, and display material, and to use every effort to develop and encourage the publication in the catalog pages of precise data, such as specifications, construction details, tables of sizes and capacities, and specific uses or adaptations of equipment and materials.

An important feature of the service rendered to firms represented in the chemical engineering catalog is the furnishing each year of a printed distribution list to every space user, showing the names and addresses of the firms and individuals to whom the catalog is distributed. The distribution of this edition of the catalog is 11,500 copies guaranteed.

The winter edition catalog of Magnus Mabee & Reynard, Incorporated, has been received. It contains a wholesale price list and market report of essential oils, drugs, olive oils, chemicals, etc.

"THE EXPORT REGISTER OF THE FEDERATION OF BRITISH INDUSTRIES" is a book of over 300 pages and is designed to be of real service to all who use or buy British goods throughout the world, whether at home or overseas.

NEW PUBLICATIONS, PRICE LISTS, ETC.

PIERRE LEMOINE CIE., INC., 294 Pearl street, New York; factory Long Island City.—Spanish catalogue covering all the products made and dealt in by this firm. It covers essential oils, synthetic and flower oils, extracts for flavoring food products and drinks; harmless colors, etc. The catalogue is very conveniently arranged and adequate descriptions are given of the principal specialties offered by

the company. The cover is a very pretty piece of three-color halftone printing, showing a rolling plain with mountains in the distance, and in the foreground a cornucopia emptying itself of fruits and flowers. Above all there is a rainbow of "P. L. Superiority," bridging the Pierre Lemoine seal trade-mark typifying the rising sun.

ANTOINE CHIRIS CO., 18-20 Platt street, New York, who were established in France in 1768 as manufacturers of essential oils and synthetic aromatic chemicals, have just issued an attractive booklet containing a list and description of their products. The information regarding the production of the various aromatics with specifications, properties and uses is particularly interesting. The booklet contains photographs of the American plant at Delawanna, N. J., and the plant in Grasse, France.

GEORGE LUEDERS & CO., importers and exporters of essential oils, drugs, olive oils and almond oils, announce on their December price list their new address at 427 and 429 Washington street, corner Vestry, New York.

STAFFORD ALLEN & SONS, LTD., London, England; UNGERER & CO., 124 West 19th street, New York, American representatives.—The November wholesale prices current is at hand, giving quotations on essentials and expressed oils, chemicals, powdered drugs, synthetics and sundries.

RICHARD M. KRAUSE, 230 West 17th street, New York, has issued an attractive folder with samples of seals for a variety of purposes and with a range of price and color selection.

AMERICAN ANILINE PRODUCTS, INC., 80 Fifth avenue, New York, send us their price list of essential oils, olive oil, aromatic chemicals, certified food colors, flower oils and essences, aniline colors, etc.

ARTHUR G CAILLER, 100 William street, New York, sole agent for Giuseppe Alate & Figli, Messina, has issued a graphic chart showing the fluctuation of the Messina market on lemon oil from June, 1911, to October, 1920.

"FRANCE: A MARKET FOR AMERICAN PRODUCTS," is an interesting pamphlet showing that the comparison of price and quality in goods that are imperatively needed is favorable to America. It was written by J. A. M. de Sanchez, of the French Commission in the United States.

PEERLESS TUBE CO., Bloomfield, N. J., have issued a series of circulars in which they describe their factory and processes of manufacturing their collapsible tubes. Each circular carries an illustration that adds to the description of production.

MAJESTIC MACHINE & TOOL CO., 197-201 Grand street, New York, manufacturers of metal products, have sent out an announcement that they are manufacturing oval sliding lip-stick containers, round sliding lip-stick containers, eye-brow tube, flat cap high and low boxes for powder and rouge compacts.

M. B. MÉNASCHÉ, Rambla de Cataluña, Barcelona, has forwarded to us his list of prices on the various essential oils and other products.

MONSANTO CHEMICAL WORKS, Saint Louis, Mo., have forwarded us their catalogue of chemical products. It is artistically printed and bound, and contains interesting views of their various plants and works.

The list of products includes fine and medical chemicals; heavy chemicals such as acids, phenol and intermediates; synthetic camphor and flavoring substances. Among the latter are coumarin with the following specifications. White prismatic crystals, having characteristic fragrant odor. One gram must be clearly and completely soluble in 10cc

alcohol, 95 per cent. Melting point: 68°-69°. Melting Point National Formulary IV 67°-68°. And vanillin as follows: Fine white or slightly yellowish crystalline needles, readily soluble in alcohol. Ash: not over 0.05 per cent. Melting Point: 81°-82° C.

E. EITBAUER & Co., 1121 West Washington boulevard, Chicago, have issued a price list featuring their various weighing machines.

NATIONAL RESEARCH COUNCIL sends us a brief description outlining the character and function of its organization. The pamphlet includes also a list of the officers of the Council and the chairmen of divisions. The essential purpose is the promotion of scientific research and dissemination of scientific knowledge for the benefit of the national strength and well-being.

TIN DECORATING Co., Baltimore, Md., have sent out a photo-post card showing three designs of decorative boxes.

LONGMANS, GREEN & Co., Fourth avenue and 30th street, New York, have issued their catalogue of new books and new editions, also their bulletins of gift books for Christmas.

"SOME SUGGESTIONS ON TAX REVISION," by Otto H. Kahn, is a neat book recording the address by Mr. Kahn before the Massachusetts Chamber of Commerce, Boston, Mass., Oct. 13, 1920. The two parts of the book deal respectively with "Errors and evils of our taxation system" and "Suggestions for tax revision."

WM. H. BARLOW, JR., chemist and perfumer, 92 Lexington avenue, Jersey City, N. J., has issued a circular regarding his offer of a form of "Exclusive, Personal Service" to perfume and toilet preparation manufacturers.

INDUSTRIAL RESEARCH LABORATORIES, general consulting chemists, 190 North State street, Chicago, Ill., in their bulletin, November 22, discuss the subject, "Infection from hair products." Other recent bulletins are on the subjects "Protection for our American chemical and dye industries" and "Illegitimate uses of alcohol."

"EFFECT OF DEFLATION ON WHOLESALE DRUG DISTRIBUTION COSTS," being the report of W. A. Hover, chairman Committee on Credits, at the 46th annual meeting of the National Wholesale Druggists' Association. This brochure embraces a comprehensive review of the present conditions and future problems of the trade.

IN MEMORIAM FOR DEPARTED FRIENDS.

ALLEN, EDWARD RANSOME, chairman of Stafford Allen & Sons, Ltd., London, Eng., December, 1916.

BRAYSHAW, ABRAHAM, of the Mexican Amole Soap Co., Peoria, Ill., December, 1911.

BURR, STEPHEN H., father of Edwin H. Burr, manager American branch of Roure-Bertrand Fils, December, 1919.

CALISHER, AARON B., manufacturing perfumer, New York, December, 1917.

CURTIS, T. M., drug broker, New York, December, 1911.

DOHME, LOUIS, Sharp & Dohme, December, 1910.

FRENCH, HASTINGS L., secretary of the Procter & Gamble Co., Cincinnati, O., December, 1914.

FRITZSCHE, ERNEST T., senior member of Schimmel & Co., essential oils and chemicals, Leipzig, December, 1916.

FULLER, FRANK R., vice-president of the Fuller-Morrison Co., Chicago, December, 1915.

GAUNT, JAMES, American representative of A. & F. Pears, of London, in New York, December, 1916.

HALL, ROBERT L., president National Soap Co., Detroit, Mich., December, 1917.

HEMPSTEAD, WILLIAM S., soaps, New London, Conn., December, 1907.

HINCHMAN, CHARLES C., Michigan Drug Co., Detroit, Mich., December, 1908.

HORNER, MAJOR JAMES BROWN, essential oils, New York City, December, 1914.

HOTCHKISS, CALVIN, son of the president of the H. G. H. Essential Oil Co., Lyons, N. Y., December, 1911.

KEMP, COL. HORACE G., of L. H. Kemp & Son, soap manufacturers, Cambridge, Mass., December, 1914.

MASSEY, WILLIAM MORTON, one of the founders of the Caswell-Massey Co., New York, December, 1915.

MERRELL, GEORGE, president of the William S. Merrell Chemical Co., of Cincinnati, O., December, 1915.

RAMSDELL, CLIFFORD, of Daggett & Ramsell, New York City, December, 1911.

ROBINSON, FREDERICK A., soap manufacturer, Malden, Mass., December, 1907.

TERRISSE, JULES, one of the founders of Chuit, Naef & Co., now M. Naef & Co., essential oils, Geneva, Switzerland, December, 1916.

THOMAS, CHARLES, director of Christopher Thomas Bros., soaps, Bristol, Eng., December, 1909.

UPJOHN, FREDERICK L., president of the Sidney Ross Co., at his home, Huntington, L. I., December, 1917.

WEIS, LEONARD C., toilet goods, Boston, December, 1919.

WRIGLEY, WILLIAM, of the Wrigley Manufacturing Co., soaps, Philadelphia, Pa., December, 1909.

Frederick W. Schulte

Fritzsche Brothers, Inc., of New York, have just received news of the death of Frederick W. Schulte on November 15, at the residence of his daughter in Mannheim, Germany, in his seventy-ninth year. Mr. Schulte left New York for Germany on October 1, to visit his children and relatives. He has been connected with the offices of Fritzsche Brothers, Inc., since April 4, 1904, as manager of their pollutant and advertising department.

Obituary Notes

Adolph C. Helmus, one of the oldest paper box manufacturers in the country, and president of the Helmus Paper Box Co., of this city, died on November 27. He was a past president of the Metropolitan Paper Box Manufacturers' Association and a member of the national association. Mr. Helmus was born in New York in 1849, and leaves his widow, one son, A. C. Helmus, Jr., and a daughter, Mrs. George Graham. His son and son-in-law are associated with the company.

Dr. Gustave C. Drobegg, a consulting chemist, died recently in Brooklyn. He is survived by his wife, Mrs. Anna Meyer Drobegg; a sister, and three brothers. Dr. Drobegg was born in Coblenz, Germany, on May 17, 1861. He studied chemistry at the University of Munich and came to this country in 1886.

India Government Now a Subscriber.

Among the new subscribers to THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW is the Government Research Institute, U. P., Cawnpore, India.

Hair Lotion Ban in Paris

Paris health officials have forbidden the sale and use of hair lotions containing tetrachloride of carbon as dangerous to the head, heart and stomach.

PATENTS AND TRADE MARKS



NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to
PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Cliff St., New York

TRADE-MARK REGISTRATIONS APPLIED FOR.

108,613.—The Heekin Spice Company, Cincinnati, Ohio. (Filed Jan. 24, 1918. Used since the year 1875.)—Spices, Tea, Table Sauces, Flavoring Extracts for Foods, Barley, Tapioca and Corn-Starch.

113,478.—Herbert E. Kraft, Milwaukee, Wis. (Filed June 9, 1920. Used since about Mar. 1, 1917.)—Antiseptics and Dentifrices.

114,881.—Fitzpatrick Bros., Chicago, Ill. (Filed Dec. 30, 1918. Used since Jan. 1, 1917.)—Soap for Family Use.

120,493.—Nazma Mfg. Co., Inc., New York, N. Y. (Filed July 12, 1919. Used since May 1, 1909.)—Face-Cream, Cleansing-Cream, Cream for Cleaning the Pores of the Skin, Vanishing Cream, Massage-Cream, Reducing-Cream, Wrinkle-Cream, Hand-Lotion; Finishing-Cream, a Material to be Applied to the Skin; Varnish-Cream, a Toilet Preparation; Egyptian Cream, a Material to be Applied to the Skin; Mastique, a Toilet Preparation to be Applied to the Skin for Restoring its Life and for Removing Wrinkles and Flabbiness of the Face and Neck; Bleaching-Cream, a Material for Bleaching the Skin.

121,258.—Nazma Mfg. Co., Inc., New York, N. Y. (Filed

Aug. 4, 1919. Used since about May 1, 1919.)—Face-Cream, Cleansing-Cream, Cream for Cleaning the Pores of the Skin, Vanishing Cream, Massage-Cream, Reducing-Cream, Wrinkle-Cream, Hand-Lotion, Finishing-Cream, a Material to be Applied to the Skin; Varnish-Cream, a Toilet Preparation; Egyptian Cream, a Material to be Applied to the Skin; Mastique, a Toilet Preparation to be Applied to the Skin for Restoring Its Life and for Removing Wrinkles and Flabbiness of the Face and Neck; Bleaching-Cream, a Material for Bleaching the Skin.

124,302.—Garrett and Company, Inc., Penn Yan, N. Y. (Filed Oct. 29, 1919. Used since Oct. 20, 1919.)—Flavoring for Foods.

125,309.—Talcum Puff Company, Brooklyn, N. Y. (Filed Nov. 25, 1919. Used since Oct. 1, 1919.)—Talcum Powder, Face Powder, and Toilet Water.

125,908.—Henry T. Phillips, Columbus, Ohio. (Filed Dec. 12, 1919. Used since Mar. 1, 1917.)—Nail-Polish.

126,237.—Louise O. Terhorst, Milwaukee, Wis. (Filed Dec. 18, 1919. Used since Oct. 1, 1919.)—Scalp-Stimulant and Hair-Grower, Arbutus-Cream, Ointment for Irritating and Itching Conditions of the Skin, Depilatory.

126,426.—David E. Bigelow, Wilmington, Calif. (Filed Dec. 24, 1919. Used since on or about Aug. 8, 1918.)—Laundry Soap.

126,576.—Gosselin Trading Corporation (now by change of name E. L. Quarles Corporation), New York, N. Y. (Filed Dec. 29, 1919. Used since the 1st day of May, 1919.)

126,914.—V. Vivaudou, Inc., New York, N. Y. (Filed Jan. 7, 1920. Used since Jan. 2, 1920.)—Face-Powders, Face-Creams, Perfumes, Toilet Waters, Rouges, Hair-Tonics, Dentifrices, Tooth-Powders, Nail-Polishes, Deodorizing Preparations, and Sachet-Powders.

127,469.—Columbia Perfume Co., Pittsburgh, Pa. (Filed Jan. 22, 1920. Used since Jan. 10, 1919.)—Hair-Cream.

128,209.—Bernard Patrick Healy, Sea Park, Skerries, Ireland. (Filed Feb. 10, 1920. Used since May 30, 1919.)—Perfumery, Hair-Tonics, Hair-Lotions, Hair Restorers and Washers, Hair-Dressing, and Shampoos.

129,448.—John M. Cochran, near Graysville, Ohio. (Filed Mar. 9, 1920. Used since Mar. 18, 1915.)—Cold-Tablets,

THE AMERICAN PERFMER

Liver-Pills, Herb Laxative Tablets, Powdered Peroxid, Herb Tea, Eye-Tonic and Healing-Lotion, Dandruff-Cream, Worm-Tea, Healing-Oil, Catarrh-Cream, and Corn and Bunion Salve.

129,732.—The Lundborg Company, Inc., New York, N. Y. (Filed Mar. 15, 1920. Used since about Oct. 1, 1918.)—Perfumes, Toilet Water, Toilet Creams, Dental Creams, Talcum Powder, Sachet and Dental Powders.

130,872.—Arnett and Minton Mfg. Co., Washington, D. C. (Filed Apr. 9, 1920. Used since the fall of 1919.)—Salve for Rheumatism, Dandruff, Headache, Corns, Chapped Hands, Poison-Oak, Burns, Piles, Wounds, Hives and Itching.

130,909.—Madame De Florence Hair Specialty Co., Cincinnati, Ohio. (Filed Apr. 9, 1920.)—Preparations to Remove Dandruff and Promote Hair Growth; Preparations to Make the Hair Soft, Straight and Glossy; Shampoos, and Ointments for the Treatment of Freckles, Pimples, Blackheads, and Sunburn.

130,948.—Mrs. Estella Collings, El Reno, Okla. (Filed Apr. 10, 1920. Used since October, 1916.)—A preparation for Whitening and Beautifying the Skin, a Rouge, a Face-Powder, a Hair Curling or Waving Fluid, and a Laundry Bluing.

131,559.—The Boyd Manufacturing Company, Inc., Birmingham, Ala. (Filed Apr. 24, 1920. Used since Oct. 23, 1917.)—Pomade for the Hair.

131,625.—Chas. Bufford, Pontiac, Mich. (Used since Nov. 1919.)—A Preparation to Promote the Growth of Hair.

132,142.—Mrs. Rudolph Karschnick, Detroit, Mich. (Filed May 7, 1920. Used since Dec. 1, 1919.)—Face-Powder.

132,302.—Morris Falcon, New York, N. Y. (Filed May 11, 1920. Used since Feb. 1, 1920.)—Hair-Tonic.

132,450.—Minnie G. Scott, Chicago, Ill. (Filed May 14, 1920. Used since Jan. 15, 1917.)—Bath-Salts.

132,451.—Minnie G. Scott, Chicago, Ill. (Filed May 14, 1920. Used since Jan. 15, 1917.)—A Massage and Skin Curative.

132,476.—The Morgan Laboratories, Toledo, Ohio. (Filed May 15, 1920. Used since Apr. 20, 1920.)—Cream for Cleansing and Whitening the Skin, Massage-Cream, Hand and Face Lotion, and Astringent Milk.

132,567.—Edith Stormer, Peoria, Ill. (Filed May 17, 1920. Used since Mar. 29, 1920.)—Toilet Preparations—Namely, Tissue-Builder, Strawberry Cream for Cleansing the Skin, and Vanishing Cream.

132,612.—Societe Anonyme Parfumerie Ramses, Paris, France. (Filed May 18, 1920.)—Rice-Powder.

132,882.—Pacific Coast Barber Supply Co., Seattle, Wash. (Filed May 24, 1920. Used since Jan. 1, 1907.)—Massage-Cream, Cold-Cream, Hair-Tonic, Toilet Water, Camphor-Cream, Greaseless Cream and Shampoo.

133,179.—B. T. Babbitt, Inc., New York, N. Y. (Filed June 2, 1920. Used since Apr. 17, 1920.)—Caustic Soda.

133,544.—The LaValliere Co., New Orleans, La. (Filed June 10, 1920. Used since March, 1912.)—Shampoo for the Hair.

133,666.—Monsanto Chemical Works, St. Louis, Mo. (Filed June 14, 1920. Used since Jan. 6, 1920.)—Vanillin.

133,856.—Horace Wilcox, Wakefield, R. I. (Filed June 17, 1920. Used since Apr. 20, 1920.)—Odoriferous Antiseptic Solutions Suitable for the Production of Medicinal and Toilet Preparations.

133,862.—Francis R. Abrams, Inwood, Long Island, N. Y. (Filed June 18, 1920. Used since Apr. 1, 1920.)—Mouth-Wash.

133,868.—The Boyd-Haynes Corp., Detroit, Mich. (Filed June 18, 1920. Used since May 5, 1920.)—Sachets, Talcum Powders, Face-Powders, Cold-Creams, Vanishing-Creams, Massage-Creams, Cocoa-Butter Creams, Rouges, Toilet Waters, and Perfumes.

134,240.—Chesebrough Manufacturing Co. Consolidated, New York, N. Y. (Filed June 26, 1920. Used since June 11, 1920.)—Petroleum Jelly, Carbolated Petroleum Jelly, Perfumed White Petroleum Jelly, Borated Petroleum Jelly, Camphorated Petroleum Jelly, Capsicum Petroleum Jelly, Eucalyption Petroleum Jelly, Mentholated Petroleum Jelly, Camphor-Ice Camphorated Cream, Cold-Cream Analgesic, Hair-Tonic, Medicinal Oil of Petroleum; Oxid-Zinc Ointment, Benzoinated; Pomade, Medicinal; White Mineral Oil, Quinin Pomade, and Medicinal Oil Petrol.

134,691.—Berry, DeMoville & Company, Nashville, Tenn. (Filed July 8, 1920. Used since Jan. 1, 1910.)—Toilet Preparations—Namely, Cold-Cream, Face-Powder, Perfumery, Toilet Water, and Talcum Powder.

135,106.—Charles J. Wallace, Duluth, Minn. (Filed Aug. 13, 1920. Used since Jan. 1, 1920.)—A Chemical Cleaning Compound, and Which Compound is used Principally in the Washing of White Clothes.

136,551.—Grecian Importing & Trading Co., Inc., New York, N. Y. (Filed Aug. 27, 1920. Used since July 17, 1920.)—Olive-Oil.

136,912.—The Palmolive Company, Milwaukee, Wis. (Filed Sept. 7, 1920. Used since June 26, 1920.)—Soaps.

137,122.—Houbigant, Inc., New York, N. Y. (Filed Sept. 13, 1920. Used since Jan. 1, 1895.)—Soaps.

137,768.—Jacob F. Edington, Los Angeles, Calif. (Filed Sept. 30, 1920. Used since June 24, 1920.)—Soft Soap.

138,435.—Louis Fundler, New York, N. Y. (Filed Oct. 18, 1920. Used since Sept. 24, 1920.)—Soaps.

138,600.—Shavo Company, Stockton, Calif. (Filed Oct. 20, 1920. Used since June 3, 1920.)—Shaving-Cream.

138,688.—The Procter and Gamble Company, Cincinnati, Ohio. (Filed Oct. 22, 1920. Used since Sept. 17, 1920.)—Soap Chips.

138,692.—Relyea Soap Company, Louisville, Ky. (Filed Oct. 22, 1920. Used since June 19, 1920.)—Cleansing, Bleaching, Bluing, and Stain Removing Pulverized Soap.

TRADE-MARK REGISTRATIONS GRANTED.

137,016.—Shaving-Cream, (a soft free-lathering non-alkaline perfumed soap), Shampoo-Soap, and Antiseptic Soap. Blumauer-Frank Drug Company, Portland, Ore. Filed March 30, 1920. Serial No. 130,361. Published July 13, 1920.

137,020.—Soap. James Alexander Clark, New York, N. Y. Filed May 19, 1920. Serial No. 132,629. Published July 13, 1920.

137,034.—Automobile-Soap. Harley Soap Company, Philadelphia, Pa. Filed May 18, 1920. Serial No. 132,604. Published July 13, 1920.

137,036.—Synthetic Venice Turpentine. J. L. Hopkins & Co., New York, N. Y. Filed February 28, 1920. Serial No. 129,012. Published July 13, 1920.

137,038.—Dental Paste. C. G. King & Co., Providence, R. I. Filed May 3, 1920. Serial No. 131,973. Published July 20, 1920.

137,072.—Soap. Tyson & Co., Paris, Tenn. Filed May 20, 1920. Serial No. 132,712. Published July 13, 1920.

137,079.—Cleaning and Cleansing Compounds. In Dry or Powdered Form. The Wells Manufacturing Company, Youngstown, Ohio. Filed December 5, 1919. Serial No. 125,640. Published July 13, 1920.

137,100.—Cotton-Seed Oil. John Aspegren, New York, N. Y. Filed June 15, 1920. Serial No. 133,722. Published July 27, 1920.

137,101.—Cotton-Seed Oil. John Aspegren, New York, N. Y. Filed June 15, 1920. Serial No. 133,723. Published July 27, 1920.

137,166.—Preparation for Cleaning and Polishing Metal, Glass, Porcelain, and Enamel. George W. Conard, Philadelphia, Pa. Filed May 20, 1920. Serial No. 132,684. Published July 27, 1920.

137,169.—Face-Cream, Face-Lotion, Hand-Lotion, Hair-Tonic, Antiseptic Hair-Tonic, Scalp-Tonic, Scalp-Paste, Coradine, San Francisco, Calif. Filed November 19, 1919. Serial No. 125,078. Published June 8, 1920.

137,170.—Face-Lotion, Hand-Lotion, Hair-Tonic, Antiseptic Hair-Tonic, Scalp-Tonic, Scalp-Paste, and Cold-Cream. Coradine, San Francisco, Calif. Filed November 19, 1919. Serial No. 125,079. Published June 8, 1920.

137,182.—Preparation for the Treatment for the Hair—Viz., a Pomade. Lucius H. Dancy, Holly Springs, Miss. Filed December 13, 1919. Serial No. 125,946. Published August 3, 1920.

137,193.—Preparations for the Treatment of the Hair and Scalp. Deftic Company, Inc., New York, N. Y. Filed January 12, 1920. Serial No. 127,043. Published July 27, 1920.

137,257.—Soap. Haskins Bros. & Company, Sioux City, Iowa, and Omaha, Nebr. Filed June 15, 1920. Serial No. 133,735. Published July 27, 1920.

137,262. Hair-Dressing. Hermo Company, Chicago, Ill. Filed December 15, 1919. Serial No. 126,035. Published August 3, 1920.

137,264. Choice Winter Yellow Cotton-Seed Oil. Chas. Hollinshed Co., Inc., New York, N. Y. Filed May 12, 1920. Serial No. 132,354. Published July 27, 1920.

137,267. Choice Winter Yellow Cotton-Seed Oil. Chas. Hollinshed Co., Inc., New York, N. Y. Filed June 16, 1920. Serial No. 133,778. Published July 27, 1920.

137,310. Shampoo. Newton Lewis, Fort Myers, Fla. Filed June 25, 1919. Serial No. 119,954. Published August 3, 1920.

137,333. Hair-Tonic. Helen Mazierska, Buffalo, N. Y. Filed June 25, 1919. Serial No. 119,957. Published August 3, 1920.

137,339. Soap and Washing-Powder. Taichi Nakayama, Osaka, Japan. Filed June 24, 1920. Serial No. 134,140. Published July 27, 1920.

137,430. Preparation for Restoring Hair to Its Natural Color. Constance E. Yorke, Southsea, England. Filed October 20, 1919. Serial No. 124,036. Published August 3, 1920.

137,445. Washing-Powders and Laundry, Scouring, and Toilet Soaps. Serv-U's Grocery Products Corporation, New York, N. Y. Filed June 22, 1920. Serial No. 134,035. Published July 27, 1920.

137,452. Soap of Paste-like Consistency. The Skat Company, Hartford, Conn. Filed June 4, 1919. Serial No. 119,216. Published August 3, 1920.

137,487. Soap. Swift and Company, Chicago, Ill. Filed June 14, 1920. Serial No. 133,716. Published July 27, 1920.

137,488. Toilet Soap. The Sydney Ross Company, Inc., New York, N. Y. Filed May 19, 1920. Serial No. 132,664. Published August 10, 1920.

137,525. Talcums, Face-Powder, Perfumes, Face-Creams, and Toilet Water. Agra Company, Detroit, Mich. Filed February 6, 1920. Serial No. 128,036. Published August 10, 1920.

137,574. Food-Flavoring Extracts. John Clayton Wallersdorff, Menges Mills, Pa. Filed August 2, 1919. Serial No. 121,225. Published August 10, 1920.

137,583. Antiseptic Mouth and Tooth Wash. The Denothol Company, Louisville, Ky. Filed January 30, 1910. Serial No. 115,523. Published August 3, 1920.

137,584. Scouring Preparation for Cleaning Clothing, Carpets, Woodwork, and Metal Surfaces. Earl V. Dogan, Washington, D. C. Filed March 23, 1920. Serial No. 130,089. Published August 3, 1920.

137,619. All Kinds of Soaps, Metal and Glass Polishes. Hachmeister-Lind Chemical Company, Pittsburgh, Pa. Filed March 15, 1920. Serial No. 129,715. Published August 17, 1920.

137,640. Shaving Cream and Soap. Lehn & Fink, Inc., New York, N. Y. Filed May 26, 1919. Serial No. 118,922. Published August 17, 1920.

137,641. Soap. Lever Brothers Company, Cambridge, Mass. Filed June 24, 1919. Serial No. 119,909. Published August 10, 1920.

137,644. Soap Powder. Louisville Food Products Company, Louisville, Ky. Filed June 22, 1920. Serial No. 134,025. Published August 17, 1920.

137,647. Cold-Cream, Face-Cream, Talcum and Face Powder. Anna M. McGlumphy, Kenmore, Ohio. Filed February 4, 1920. Serial No. 127,970. Published August 3, 1920.

137,650. Vanity-Bags. Maltz & Sims, New York, N. Y. Filed June 25, 1920. Serial No. 134,211. Published August 3, 1920.

137,701. Paste for Cleaning and Polishing Automobile-Bodies and the Like. Simons Manufacturing Company, Chicago, Ill. Filed January 30, 1920. Serial No. 127,783. Published August 10, 1920.

137,747. Common Soap. Hijos de Ybarra, Seville, Spain. Filed September 6, 1918. Serial No. 113,045. Published August 10, 1920.

137,757. Soap. B. Altman & Co., New York, N. Y. Filed February 19, 1920. Serial No. 128,581. Published August 10, 1920.

137,784. Hair-Tonic. R. E. Fisher & Sons, Mahanoy City, Pa. Filed November 4, 1919. Serial No. 124,557. Published April 6, 1920.

137,819. Certain Named Flavoring-Syrups. Liquid Carbonic Company, Chicago, Ill. Filed May 29, 1917. Serial No. 104,138. Published August 3, 1920.

137,835. Non-Alcoholic, Non-Cereal, Maltless Beverages Sold as Soft Drinks and Syrups for Making the Same. Jack George Metropol, Manning, S. C. Filed May 19, 1920. Serial No. 132,653. Published August 17, 1920.

137,849. Soap Flakes. The Procter & Gamble Company, Cincinnati, Ohio. Filed July 15, 1920. Serial No. 135,017. Published August 17, 1920.

137,851. Soap-Powder Dispensers. Re-Be Soap Co., Inc., New York, N. Y. Filed January 23, 1920. Serial No. 127,521. Published August 24, 1920.

137,860. Preparation for Cleaning White Shoes, White Clothes, White Kid Gloves and the Like, etc. William A. Shabel, Chicago, Ill. Filed February 12, 1920. Serial No. 128,296. Published April 24, 1920.

137,882. Cleaning and Polishing Materials for Jewelry and Metal Ware. Tiffany & Company, New York, N. Y. Filed February 10, 1920. Serial No. 128,226. Published May 11, 1920.

PATENTS GRANTED.

1,359,232. Powder-Puff. John Darby, Summit, N. J. Filed Jan. 17, 1920. Serial No. 352,102. 4 Claims. (Cl. 15—72.) A powder puff comprised of a single cupped body member provided with a returned flange and a piece of cloth stretched over the open cup side of said body member and held between said body member and said flange.

1,360,093. Bath and Shampoo Compound. Frederick P. Burr, Middletown, Conn. Filed Aug. 20, 1919. Serial No. 318,739. 1 Claim. (Cl. 167—9.) A bath and shampooing compound comprising a mechanical mixture in the form of a powder, and comprising a large proportion of a mild alkaline ingredient and a second ingredient of dried milk.

1,360,252. Process of Making Soap and Detergent. Maurice Aisen, New York, N. Y., assignor to Grain Soaps Corporation, Dover, Del., a Corporation of Delaware. Filed Nov. 20, 1919. Serial No. 339,406. 4 Claims. (Cl. 87—16.) The process of making soap from cereals consisting in hydrolyzing the cereal by subjecting same to a high temperature, but below the carbonization temperature which is substantially 180 degrees centigrade, for substantially two hours; to this hydrolyzed mass adding anhydrous sodium carbonate in the proportion by weight substantially of one part of sodium carbonate to two and one-half parts of cereal; spraying into the mixture substantially one-seventh by weight of caustic soda dissolved in water; raising the temperature of the mass to the melting point of the sodium carbonate crystals (below 100 degrees centigrade) and maintaining at such temperature for substantially one hour; and finally neutralizing any free sodium carbonate crystals and caustic soda with a fatty acid.

1,360,253. Process of Making Soap and Detergent. Maurice Aisen, New York, N. Y., assignor to Grain Soaps Corporation, Dover, Del., a Corporation of Delaware. Original application filed Nov. 20, 1919. Serial No. 339,406. Divided and this application filed Sept. 30, 1920. Serial No. 413,907. 1 Claim. (Cl. 87—16.) The process of making soap from cereals consisting in hydrolyzing the cereal by subjecting it to a high temperature but below the carbonization temperature for substantially two hours; adding a fatty acid in the proportion substantially of one part fatty acid to one and three-quarter parts cereal; adding caustic soda dissolved in water in the proportion substantially of one part caustic soda to five parts of cereal.

1,360,254. Process of Making Soap and Detergent. Maurice Aisen, New York, N. Y., assignor to Grain Soaps Corporation, Dover, Del., a Corporation of Delaware. Original application filed Nov. 20, 1919. Serial No. 339,406. Divided and this application filed Oct. 7, 1920. Serial No. 415,272. 3 Claims. (Cl. 87—16.) The process of making soap from cereals consisting in hydrolyzing a cereal flour by means of any mineral acid and heat, saponifying the hydrolyzed mass by an alkali and neutralizing any free alkali with a fatty acid.

1,360,739. Double-Compartment Powder-Box. George H. Harman, Glen Ridge, N. J. Filed July 6, 1920. Serial No. 128,226. (Continued on page 392)



AUSTRIA.

NEW CHEMICAL EXCHANGE AT VIENNA.—The manufacturers and merchants of Vienna have established an official exchange for trading in chemicals, which had become disorganized by the war. The manager is Dr. Pollak, who is president of the organization of Chemical-Technical Manufacturers of Vienna, and the members will meet twice a week to make purchases and sales. There is a good opportunity here for American merchants to open business relations with this concern, which offers them a new market. It is predicted that new states of Eastern and Central Europe will have their markets in Vienna.

FRANCE.

NICE.—The Union of Agricultural Groups states: "The producers are informed that the Perfumery Syndicate, not being willing to receive, after Friday, Oct. 15, the flowers on the previously established terms, the maintenance of which had been requested, it has been decided by the Union of Groups to cease gathering on and after the 16th. Furthermore, they are reminded that all the flowers must be paid to them at 25 francs per kilo, on spot, and at 26 francs if delivered at the factories.

"The doings of some perfumers would tend to bring us back fifty years, to harm the established agreements, to destroy the discipline of the producers, and to injure the good relations that perfumers and producers must have in the interest of their mutual prosperity. It is up to the producers to maintain an attitude favorable to their interest."

On Oct. 14 a meeting of the Jasmin Flowers Producers took place at the Café de la Paix. Mr. Asquier, both keeper and owner, related in a few words the decision taken by the Perfumers Syndicate as to prices to be quoted, which are as follows: 7.50 francs for the wet flower and 15 francs for the dry flower. Mr. Asquier advised the audience not to accept those prices, so as not to go backwards. He mentioned the interview that took place between the perfumers and the delegates of the group, who were maintaining the price of 25 francs, which price has been rejected by the perfumers.

After a vote the assembly decided to cease the gathering on Oct. 15. Addressing himself to persons who may not have the money for new plantations, he stated that two perfumery houses would furnish the necessary funds to them on terms.

The date of Oct. 20 was decided upon for payment of the flowers. Thanks were sent to the firms, Moréna and Rouré, and congratulations to the intermediaries, Véran and Vial. A motion regarding the women gatherers was placed on the desk by Mr. Corporandy, producer. This motion read:

"The Producers of Jasmin Flowers, assembled in the
(Continued on page 392)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Net declines have everywhere featured the essential oil markets so that in a majority of instances imported essences are now down to actual cost of replacement. Concession after concession has been the general order of the day, and there is a total lack of stability, with prices for the most part nominal because one holder might be willing to take a loss of 50 cents to a dollar say on a certain oil, while the same loss if incurred by a concern not so well fixed financially, would send him to the wall. Withal, it appears as though the market were now turning the corner, for the more aggressive concerns have sent out their road men with explicit directions that they must make sales, no matter how much further prices have to be shaded.

The big holders have apparently ceased lamenting over the big depreciation which has been written off since early in the summer. The attitude is one of passive optimism, for history shows that drug and allied lines have always been the first to recuperate from any state of general depression. It is confidently predicted that the present will be no exception to this rule.

What is regarded as a step in the right direction at this time has already been taken by French perfumers in combating the selfish interests of French flower growers, who raised prices for nearly all floral products to such fantastic levels as proved completely prohibitive. Today American perfumers are emulating the example of their French contemporaries. They are buying only what they actually need and are succeeding measurably in their efforts to avoid all transactions which engender the slightest earmarks of speculation.

Whatever else may be said about the hectic, disorderly retreat through which we have been passing it seems clear that the holiday stock taking period which looms imminently ahead will bring an aftermath of discrepancies as between the original cost and the replacement value of merchandise. In other words, many small dealers are going to be shocked by the full deflation, but ultimately we are bound to work into a much healthier situation for the purchasing power of the manufacturing perfumer and the toilet goods manufacturer is increased in direct proportion as essential oils and flower products go down.

In getting down to specific cases it is found that oil of rose has maintained a strong position on advices from Bulgaria that the 1920 crop was the smallest on record, yielding less than 40,000 kilos of flowers, which was less than one-quarter of the average demand for otto. That the coming crop is going to be even smaller is the report and good pre-war crops are not expected until 1924. Lavender oil of the best quality is selling on the other side at 275 francs, which is equivalent to about \$8 a pound out of Grasse. Higher prices are also asked for oil of geranium for shipment and with replacement cost \$6.75 it is not likely the market will go much lower.

A study of the price movements as between French and Italian products reveals that whereas prices of French commodities go up as the rate of exchange goes down, prices for Italian products do not seem to fluctuate in this manner. In fact, Italy is apparently at such a bad financial pass that she will no longer permit deposits of moneys of any kind to go out of the country excepting under express permission. Thus we witness the spectacle of oil of lemon offered down to 83 cents a pound for shipment and further

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PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS

Almond, Bitter, per pound.	\$9.00-\$9.50	Orange, bitter	4.00- 4.25	Diphenylmethane	2.25- 2.50
Almond, S. P. A.....	9.50- 9.75	Orange, sweet, West Indies	2.75- 3.00	Diphenyloxide	1.40- 1.60
French	6.00-65.00	Orange, sweet, Italian.....	4.00- 4.25	Ethyl Cinnamate	8.00-10.00
English	75.00-80.00	Origanum .....	.40-.45	Eucalyptol	1.25- 1.30
Almond, Artificial	1.25- 1.40	Orris Root, concrete, for sign	(oz.) 5.50- 5.75	Eugenol	4.00- 4.25
Almond, Sweet True.....	.65-.75	Orris Root, concrete, do- mestic	(oz.) 5.25- 5.50	Geraniol, domestic	4.00- 4.50
Almond, Peach-Kernel .....	.40-.45	Orris Root, absolute (oz.)	40.00-45.00	Geraniol, foreign	5.00- 5.25
English .....	.55-.60	Parsley	7.00	Geraniol from citronella	4.75- 5.00
Amber, Crude	1.50	Patchouly	20.00-22.00	Geranyl Acetate	8.00
Amber, Rectified	1.70- 1.80	Pennyroyal, American	2.25	Heliotropin, domestic	4.25- 4.50
Amyris balsamifera	5.75- 6.00	Pennyroyal, French	2.00- 2.25	Indol, C. P. ....(oz.)	20.00
Anise .....	.85-.90	Peppermint	5.25- 5.50	Iso-Butyl-Salicylate	nominal
Anise, Lead free.....	.95- 1.00	Peppermint, redistilled	6.00- 6.25	Iso-Eugenol	8.50
Aspir (spike) Spanish	2.00- 2.25	Petit Grain, So. American	5.25- 5.50	Linalol	13.00-13.50
French	2.50- 3.00	Petit Grain, French	14.00-15.00	Linalyl Acetate	18.00-20.00
Bay, Porto Rico.....	4.25- 4.50	Pimento	2.75- 3.00	Linalyl Benzoate	nominal
West Indies	3.75	Pine Needles, from Pinus Sylvestris	2.50	Methyl Anthranilate	7.00- 8.00
Bergamot, 35-36%	6.50- 6.75	Rose, Bulgarian	(oz.) 14.00-16.00	Methyl Cinnamate	8.25- 9.50
Birch (Sweet)	5.25- 5.50	Rose, Turkish	9.00-12.00	Methyl Heptenone	9.00-11.00
Birchtar, Crude	1.20	Rose, French	15.25-18.00	Methyl Paracresol	12.50-15.00
Birchtar, Rectified	2.50- 2.60	Rosemary, French	1.25	Methyl Salicylate .....	.70
Bois de Rose, Femelle	9.00-10.00	Rosemary, Spanish .....	.85-.90	Mirbane, rect. drums .....	.19-.21
Cade .....	.95- 1.00	Rue	4.25- 5.00	Musk Ambrette	70.00-75.00
Cajeput .....	.80-.85	Sage	5.75	Musk Ketone	25.00-30.00
Calamus	12.00-14.00	Safrol .....	.90- 1.00	Musk Xylene	8.00- 9.00
Camphor, Jap., "white" .....	.35-.40	Sandalwood, East India	10.50-11.00	Nonylic Alcohol	nominal
Cananga, Java	4.75- 5.25	Sassafras, artificial .....	.75-.80	Phenylacetalddehyde	25.00-30.00
Cananga, Java, Rectified	6.00	Sassafras, natural	2.10	Phenylethylic Alcohol	20.00-25.00
Caraway Seed	2.50- 2.75	Savin, French	5.50	Phenylacetic Acid	7.50- 8.50
Cardamon	24.00	Snake Root	20.00-22.00	Rhodinol, domestic	nominal
Carvol	6.50	Spearmint	6.50- 7.00	Rhodinol, foreign	20.00
Cassia, 75-80% Technical	1.10- 1.20	Spruce .....	.90- 1.00	Skatol, C. P. ....(oz.)	57.00
Cassia, Lead free.....	1.35- 1.40	Tansy	8.25	Terpineol, C. P., domestic .....	.90- 1.00
Cedar Leaf	1.50- 1.60	Thyme, French, red	1.75	Terpineol, C. P., imported	1.40- 1.55
Cedar Wood .....	.65	Thyme, French, white	2.00- 2.25	Terpinyl Acetate	3.50- 3.75
Celery	17.00-18.00	Thyme, Spanish, red	1.95- 2.00	Thymol	11.00
Cinnamon, Ceylon	27.00-28.00	Vetivert, Bourbon	11.00-12.00	Violet, artificial	12.00
Citronella, Ceylon .....	.45-.50	Java	32.00-35.00	Vanillin .....	.80
Citronella, Java	1.15	Indian	40.00-42.00	 BEANS	
Cloves, Bourbon	2.00- 2.05	Wintergreen (genuine gaul- theria)	9.50	Tonka Beans, Para	1.00- 1.10
Cloves, Zanzibar	1.90- 2.00	Wormseed	4.00- 4.25	Tonka Beans, Angostura	1.60- 1.75
Copaiba .....	.85-.90	Wormwood	17.00	Vanilla Beans, Mexican	4.25- 5.00
Coriander	25.00-26.00	Ylang-Ylang, Manila	35.00-42.00	Vanilla Beans, cut	3.50- 3.75
Croton	1.45	Ylang-Ylang, Bourbon	16.00-18.00	Vanilla Beans, Bourbon whole	2.10- 2.50
Cubeb	8.50	 AROMATIC CHEMICALS		Vanilla Beans, Bourbon cut	2.00- 2.10
Cumin	8.50- 9.00	Acetophenone	6.25- 8.00	Vanilla Beans, Tahiti yel- low label	1.65
Erigeron	4.25- 4.50	Amyl Salicylate, dom	2.00- 2.50	Green label	1.60
Eucalyptus, Aus. 70% .....	.65-.75	Amyl Salicylate, for	7.00- 8.00	 SUNDRIES	
Fennel, Sweet	2.75- 3.00	Anethol	2.50- 2.75	Alcohol, cologne spirits, gallon	6.00- 7.00
Geranium, African	9.50-10.50	Anisic Aldehyde, foreign	9.00- 9.50	*Ambergris, black	8.00-12.00
Geranium, Bourbon	7.25- 8.00	Benzaldehyde, domestic	1.50	Ambergris, gray	28.00
Geranium, Turkish (palma rosa)	4.85- 5.00	Benzaldehyde, F. F. C. do- mestic	2.40- 2.50	Chalk, precipitated .....	.04-.10
Ginger	7.50- 7.75	Benzyl Acetate, domestic	1.90- 2.00	Civet horns	(oz.) 5.00
Gingergrass	3.25- 3.50	Benzyl Acetate, foreign	4.00- 4.50	Lanolin hydrous .....	.13-.14
Guajac (Wood)	6.00- 6.25	Benzyl Alcohol	2.25	Lanolin anhydrous .....	.18-.19
Hemlock	1.00- 1.20	Benzyl Benzoate	2.75- 3.00	Menthol	4.25- 4.50
Juniper Berries, Rectified	3.25- 3.50	Borneol	3.50	*Musk Cab., pods	(oz.) 18.00-20.00
Lavender, English	24.00	Bornylacetate	5.00- 6.00	Musk, Cab., grains	(oz.) 28.00-30.00
Lavender, Fleurs, U. S. P.	7.50- 9.00	Bromstyrol	8.25	Musk, Tonquin, grains (oz.)	48.00-50.00
Lavender Fleurs, 30-35%	9.50-10.50	Cinnamic Acid	7.25- 7.50	Musk, Tonquin, pods (oz.)	32.50-35.00
Lemon	1.05- 1.15	Cinnamic Alcohol	30.00	Orris Root, Florentine, whole .....	.10-.12
Lemongrass	2.50- 2.75	Cinnamic Aldehyde	5.50	Orris Root, powd. & gran.	.14-.15
Limes, distilled	1.10- 1.20	Citral	6.00- 6.50	Rice Starch .....	.20-.25
Limes, expressed	4.00- 4.25	Citral C. P.	7.25	Talc, Italian	(ton) 50.00-55.00
Linaloe	6.75- 7.00	Citronellol, domestic	16.00-18.00	Talc, French	(ton) 30.00
Mace, distilled	1.40- 1.50	Citronellol, foreign	18.00	Talc, domestic	(ton) 18.00-20.00
Mustard, genuine	26.00	Cumarin, natural	12.50-15.00		
Mustard, artificial	4.25- 4.50	Cumarin, artificial, domestic	6.25- 6.50		
Neroli, Bigarde, Petale	630.00	Cumarin, artificial, foreign	Extra	*Nominal	
Neroli, Bigarde, French	240.00				
Neroli, Bigarde, Italian	110-.120.				
Nutmeg	1.55				
Opopanax	nominal				

THE MARKET.

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substantial cuts have taken place in the other Messina essences, orange and bergamot oils.

It seems to be almost a foregone conclusion that buyers will be unable to recognize the bottom of the market when it is finally reached. The slightly improved inquiry seen by some houses is taken as a good omen. From other directions comes word that sellers are showing less disposition to cut under prices to secure small business. Some even go so far as to intimate that the first stage of the widespread readjusting period has been successfully passed and that the new year can be looked forward to with reasonable confidence of a resumption of something approaching normal business.

Aromatic Chemicals.

As a fitting corollary of the movements in the essential oil line evidences are everywhere apparent throughout the market for aromatic synthetics that manufacturers, jobbers and dealers have been paring down costs to within a hair's breadth of the actual replacement level. Manufacturers on the whole may be said to be marking time and deriving no special benefits from the era of heavy price reductions which have been made. No regrets are expressed over forced reductions in values of inventories, as it is imperative that business resume the first of the year with tables cleared for action.

Augmented supplies of benzyl acetate have weakened the market appreciably until \$1.90@\$2.00 a pound can now be done for the domestic, while foreign is in free supply at \$4@\$4.50 a pound. With oil of lemongrass available in quantity down to \$2.25, citral has weakened off to \$6@\$6.50. Decline in wood alcohol has materially weakened methyl anthranilate, which is \$2.50 lower. A readjustment in phenylethylic alcohol has put the price down \$5, while phenylacetic acid has dropped to the extent of \$1.50. Some interest attaches to the appearance for the first time in many months of offers of foreign artificial coumarin of extra quality. Eugenol, domestic heliotropin, ambrette and xylene musks, and domestic terpineol have all reached decidedly more attractive levels from the consumer's point of view.

Natural Aromatics.

Speculative movements in menthol have served to weaken this product appreciably, although there is now a revival of buying in the East by London interests. Natural Tonquin musk in the pod is down about \$12 a pound, at which level inquiries from consumers are expected to resume. Stocks of all grades of orris root appear to be in excess of buyers' requirements at this time, with the result that the market is decidedly lower. Lanolin continues on the easy side in sympathy with all other fats and greases. Agitation over the question of Federal permits for handling cologne spirits alcohol has assumed important dimensions, but so far as the trade is concerned there are no shortages of the solvent for manufacturing purposes.

Vanilla Beans.

While the vanilla bean market has felt the general depression that has characterized all lines, it has kept up remarkably well both in demand and as regards prices. There have been occasional lots both of Mexican and Bourbon vanilla beans offered at lower than market figures by some holder that perhaps needed spot cash in order to finance some other part of his business, but prices in general are remarkably firm.

Business being done at present is larger than for some time past and inquiries for upwards of 60,000 pounds of Bourbon beans are now going the rounds of the trade. The new crop of Bourbon, while shorter in quantity than the previous crop, will come onto a comparatively bare market abroad, with an increased Continental demand.

The season in Mexican vanilla beans has just opened and it has been established that the Mexican crop will be about 75 per cent of last year's, but poorer in quality as well as length. The new crop is already being bought by curers on a parity with prices asked here for old crop. The situation in Mexican vanilla generally is reported to be decidedly improved coincident with the opening of the new season.

FOREIGN CORRESPONDENCE.

(Continued from page 390)

hall of the Café de la Paix, on the 14th inst, at 8:30 p.m., decide as follows:

"Considering that the gathering of Jasmin has been very hard work this year on account of rainy weather, and being desirous of maintaining friendly relations with the women gatherers allow them 4 francs per kilo instead of 3 francs previously offered."

This motion was rejected almost unanimously.

ITALY.

MILAN.—One of the sections of the establishment of R. Subinaghi & Co., essential oil manufacturers, at Affori, was accidentally destroyed recently and the employees suffered casualties. It was expected that the works would be restored in a short time and business would go on as usual.

RUSSIA.

PERFUMERY AND SOAP WORKS CONFISCATED.—The Petrograd Council of Public Economy has issued a decree to lay an embargo on all concerns producing perfumery soap, and cosmetic products in Petrograd. The following concerns are sequestered: The Petrograd Chemical Laboratories Company, the Sopitoff Company, the D. E. Eliashev & Co. house, the Zemrud Perfumery Factory, the Englund Cosmetic Laboratory, the Cartonin Company, the Nevsky Chemical Factory, and the N. N. Karabanoff Company.

SPAIN.

PERFUMERY DUTY RAISED.—Effective December 1, the Spanish import duty on perfumery was increased 300 per cent, according to cable advices to the U. S. Bureau of Foreign and Domestic Commerce from Trade Commissioner Strachan at Madrid. The import duties on various luxuries are increased 150 to 300 per cent.

PATENTS GRANTED.

(Continued from page 389)

No. 394,073. 4 Claims. (Cl. 132—34.) A double compartment powder-box comprising a lower shell providing one compact-receiving compartment, an upper shell providing the other compact-receiving compartment, a hinge means pivotally interconnecting said shells so that the same may be mutually closed one upon another, and said lower shell having an inwardly off-set vertical flange portion adapted to telescope into the mouth of the upper shell when said shells are closed together.

1,361,439. Multiple Automatic Machine for Cutting Bars of Soap or Similar Products Into Pieces, and Pressing the Pieces Obtained. Gustave Brunet, Brussels, Belgium. Filed Sept. 24, 1919. Serial No. 325,970. 2 Claims. (Cl. 25—7.) Automatic machine for cutting in pieces bars of soap or similar articles, and molding the pieces thus obtained, comprising in combination with the frame of the machine, a central horizontal carriage, a mold carried on each end of said carriage, a second carriage, means for imparting a straight to and fro movement to both said carriages in opposite directions, molds provided on said second carriage corresponding to the molds on said central carriage, a vertical guide for the bar of soap, or other article, to be cut, cutting means including two sets of horizontal blades secured to each carriage, each set comprising a cutting blade and a supporting blade adapted to move in slots provided in said frame and said vertical guides, the said blades constituting a guillotine and trap device.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.



SOAP IN SPECIALTY ASSOCIATION.

Features of the November annual convention of the American Specialty Manufacturers' Association, at Atlantic City, were the meetings of the Soap Section and Lye Section. The principal matters before the Soap Section meeting, which was called to order by the chairman, Sidney M. Colgate and at which seventeen of the principal laundry soap manufacturers were present, were the questions of guaranteeing prices and of freight differentials. These problems were discussed from every angle, but no definite stand was taken on either because of the divergence of opinion among those present.

Charles Wesley Dunn, counsel of the American Specialty Manufacturers' Association, addressed the group meeting of soap men, giving them an account of the hearings in Washington before the Federal Trade Commission on the subject of guaranteed prices. In Mr. Dunn's opinion the Commission will not pass definitely on the subject one way or the other, but will decide each case upon the facts presented.

In the soap industry, it was said, the general rule was to guarantee jobbers' stock against decline in price for 10 days after the arrival of the goods. Recently, however, several middle western manufacturers departed from this practice and extended the guarantee on jobbers' stock to cover all goods arriving during the period of 50 days prior to a decrease in price. Arguments for and against the guarantee were made at the meeting. The principal advocates of the guarantee consider that they are compelled to protect the jobbers' stock for about two months after shipment of goods because some competitors selling direct to the retail trade are able to make effective a reduction immediately to the retailer and to meet this competition the jobber must also be able to reduce his prices at once.

It was said that the jobbers could not do this without loss unless the manufacturers rebated to him the difference between his cost and the new reduced price. On the other hand, it was pointed out that if the manufacturer is to pay the loss on the jobbers' stocks he should also get the profit on the jobbers' stocks at the time an increase goes into effect. This he never gets, it was declared. It was decided as a matter of policy that it was better to base a guarantee when given on the invoice date rather than on the arrival date as now done.

The following officers were elected for the coming year: Chairman, E. A. Pierson, N. K. Fairbanks Company, Chicago; secretary, Dr. J. S. Goldbaum, Fels & Co., Philadelphia; treasurer, George Schroeder, James A. Kirk & Sons, Chicago. It was decided that the next meeting should be held in March or April in Chicago at the call of the chair.

As will be observed in the report in our editorial depart-

ment the soap industry is well represented in the new board of officers of the association.

The Lye Section has fifteen members and all fifteen were present at its meeting. The membership covers over 90 per cent. of the industry of the country. The most interesting subject discussed was the means to be adopted by the manufacturers to keep down the price of lye to the consumer.

New officers of the Lye Section were elected: President, H. K. Buck, P. C. Tomson Co., Philadelphia, Pa.; secretary, L. A. Smith, Pennsylvania Salt Manufacturing Company, Philadelphia, Pa.; treasurer, F. J. Lange, Brookman Manufacturing Company, Chicago, Ill.

VEGETABLE SOAPS

The utilization of perfumes in soap making is diverse, but the saponaceous substance remains a synthetic material, an industrial product, into which enter fatty matter, borrowed from the animal or vegetable kingdom, with the addition of certain mineral elements.

It is generally overlooked that saponaceous matter, of quite a complex character, is found in abundance and of remarkable quality in certain plants. As a fact some parts of the globe particularly have special growths of large trees, more or less saponiferous, which are to be found in Central America, but more especially in the Far East, in Madagascar, Java and particularly in many parts of India.

These tree growths belong to the *spindaca* family (nothing to do with pinaceae, which is the conifers) and more especially to the *sapinous*, the principal species of which are the *sapindus marginatus*, *saponaria*, *succinamensis*, *cineratus*, etc. But among them all, it is the first named which is of the greatest interest to us, because of its wild growth and the chemical properties of its fruit.

As a matter of fact, this *sapinous marginatus* of Decaisne or *S. Mukorossi*, species carinatus of Radolkofer, is distinguished, first of all, by its beauty. It is a large tree, with a silvery trunk, bearing a well developed crown of almost everlasting foliage of a beautiful green, in the center of which are separated numerous white panicles, which, in the course of time, are transformed into a sort of large grape-like yellowish fruit, glossy, and to some extent transparent, often as large as small nuts. In the center there is found a semi-spherical black seed. But it is the outer coating, thick and glutinous, that constitutes the saponaceous substance of this fruit, known as vegetable soap.

For centuries, in certain Asiatic tribes, buried in the forests of the mountainous regions, the beauty of the hair of the females has been remarked abundant, brilliant, glossy, with a tendency to waviness, without any of the hairdressers' processes. The reason for this luxurious capillary growth is said to have been discovered as being the use, as a wash

for the head, of a decoration of the fruits of the *sapindus*. A saponaceous substance of quite a complex composition which exercised an anti-parasitic, as well as a detergent effect; that is to say, suppressed all the unhealthy secretions of the hairy scalp and imparted to the hair itself a special vigor and luster.

Moreover, on being washed with these fruits, fabrics of silk and wool, even cotton goods, recovered the appearance of newness, owing to the sort of finish that was obtained.

At the experimental gardens at Algiers, I have for a number of years propagated this interesting variety, writes Ch. Rivière, former president of the Algiers Agricultural Society, in *La Perfumerie Francaise*, particularly in preference to the others, and its fruit was highly appreciated by the housewives of the vicinity, not as a hairdressing, but for the more prosaic and practical purpose of washing the working clothes of the day-laborers. It was a quick and effective washing material, simple in preparation, inasmuch as all that was necessary was to boil a certain quantity of the fruits in clean water, speedily producing an active soapy emulsion, cleansing and softening, without risk of injuring the fabrics, especially if care was taken to follow it with a good final rinsing.

But this should not deter us from a study of this fruit. The favorable and beneficial capillary effect of this decoction, known for a long time to the Indian women, should encourage an investigation into the active principle of this fruit. To this end, two chemical scientists, to whom had been imparted the primary observations, Messrs. G. Rivière and Baïtache, undertook, at the Agronomic Laboratory at Versailles, a complete chemical analysis, of which the results were made known at the Universal Exposition of 1889 at Paris.

This research revealed the presence of a peculiar substance not *saponin*, but another, to which the discoveries gave the name of *sapindine*. However, as this substance turned brown and became coagulant with age, recourse was had to another process of extraction, by which there was obtained a finer substance, of better appearance; that is to say, white, fine and pulverulent, dissolving readily in hot or tepid water and possessing the advantage of not being, like the simple solution of the fruit, irritating to the eyes, in the event of a few drops of the liquid finding their way into those organs during the process of cleansing the hair, because, as will be seen below, the volatile acid contained in the fruit is formic acid.

Chemical analysis furnished the following result as to the *sapindus* in question, but it varied with the species:

	DRY IN VACUO	EXPOSED TO AIR	PULP
Water	—	14.00	
Volatile acid (formic acid)	—	0.25	
Fatty substance	1.75	1.50	
Sugar (saccharine)	6.50	5.55	
Gum	4.25	3.65	
Cellulose	11.00	9.40	
Sapindine	72.50	62.20	
Undetermined extractive matter	4.00	3.45	

In a preparation in powder or decoction form, it is easy to incorporate any desired perfume.

But the use of *sapindus* is not restricted to hair dressing. Its effect is beneficial and hygienic, for it has an antiparasitic effect on the skin and promotes its best functions.

Up to the present time, *sapindine* has found no use for this purpose, but if it attracts the attention of industrial chemists, no doubt interesting and useful preparations will make their appearance, to supplement the toilet equipment, into which it will enter.

This soap-tree is of vigorous development in the temperate zone, its growth is rapid, its propagation easy by seedling, by cutting and by grafting, and its domestic utility well established, outside of its part in fancy soap-making.

THE GLYCERIDES OF COCONUT OIL.

A. Boemer and J. Baumann of Muenster, Westphalia, have made extensive investigations of the glycerides of coconut oil. The principal results of their work are:

1. The presence of caproic and capric acids in the examined glycerides could not be proved definitely.

2. Coconut oil undoubtedly contains small quantities of palmitic and stearic acids, beside oleic acid.

3. The glycerides of the fatty acids of coconut oil consist principally of a caprylolauromyristin (melting point 15° C.), and a myristodilaurin (melting point 33° C.), and they also contain small quantities of a laurodimyristin (melting point 38.1° C.).

4. The coconut oil contains only very small quantities of its two most difficultly soluble glycerides, the palmitodimyristin (melting point 15.1°) and stearodipalmitin (melting point of the not entirely pure glyceride 55° C.). The content of stearodipalmitin is especially small.—From *Seifensieder-Zeitung*, Vol. 47, Nr. 33, page 733.

DETERMINATION OF AMMONIUM IN FAT AND OIL PREPARATIONS.

The quantity of ammonium in ammoniacal fat preparations (Turkey red oils, oils of spike, fulling oils, drilling oils, etc.) can be determined much quicker by the following process, than by all other known methods:

A weighed quantity of the oil or fat preparation is placed in an Erlenmeyer tube and sufficiently diluted with water. After a few small grains of pumice stone and an excess quantity of calcium chloride solution have been added the ammonium is extracted by boiling with a sufficient quantity of soda lye and collected in titrated acid. The addition of calcium chloride simply causes the formation of non-lathering lime soaps. Otherwise the distillation would not be possible.

Preparations containing volatile solvents or lighter mineral oils give up the solvents and very little mineral oil in the distillation, without influencing the determination of the ammonium. This method for the determination of ammonium in oil and fat preparations has proved very successful in the laboratory of the author.—R. Welwart, in *Chemiker-Zeitung* 1920, Nr. 116, page 719.

Fatty Acids in Cocoa and Palm Oil.

Regarding the determination of the free fatty acids in cocoa and palm oil, Vizern and Guillet point out that it is not advisable to express the free fatty acid content of the mentioned oils in oleic acid percents (molecular weight 282). They made a number of tests and found the value 208 for the average molecular weight of the fatty acids of the cocoa fat, while for palm oil the value was shown to be 222.—*Chemische Umschau*, vol. XXVI, Nr. 16, Page 200.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

HARDENED FATS, OILS AND TRAIN OILS IN THE SOAP INDUSTRY*

The rise of the margarine industry even before the war deprived the soap industry of large quantities of tallow, palm oil and cocoanut oil. A partial substitute for the raw materials formerly used was found in vegetable and animal fats hardened according to a patented process by the Germania Oil Works. These substitutes, however, could not be furnished at the desired price on account of the expensive transportation in barrels.

The filling and emptying of the barrels was very bothersome, consumed much time and caused comparatively high expenses. As the oils were poured into the barrels in hot condition after the hardening process and had to be removed under the influence of steam the barrels were worn out quickly. Another fact that had to be taken into consideration was the loss of oil caused by leakage during the transport in warm weather, and the soiling of the railroad cars through the leakage. The hot oil also penetrated the wood of the barrels so thoroughly that their refilling became impossible.

The repeated use of barrels containing remnants of their former contents appeared objectionable even where the oil was to be used only for technical purposes. If the hardened oils were to be used for the manufacture of edible fats the objections from a sanitary standpoint became most serious. The expenses for the storage and repeated shipment of the barrels also were considerable. Soft wood barrels became leaky at once under the influence of the high temperature of the oil at the time of filling, and hardwood barrels could not be obtained in sufficient numbers. These disadvantages resulted in an appeal to the permanent tariff commission of the German railroads to permit the transportation of hardened blubber and hardened oils in tank cars. Most of the larger soap factories owned such cars and the request was granted.

In regard to the hardening process the following data have been published: The principal constituents of the fats are the solid stearic acid ($C_{18}H_{36}O_2$) and the liquid oleic acid ($C_{18}H_{34}O_2$). The only difference between these two constituents, as shown by the chemical formulas, is that the liquid oleic acid contains two atoms less hydrogen. For a long time the scientists tried vainly to add the two atoms of hydrogen to the liquid oleic acid and to transform it into the more valuable stearic acid. Finally this was accomplished by different methods. The various patents are distinguished by the variety of the catalyst (metals, metal compounds, etc.) and the method of linking the hydrogen with the oleic acid.

The hydrogenation is generally carried out in open vessels in which the heated oil is brought into intimate contact with the catalyst and the hydrogen. According to the catalyst used the hydrogenation is accomplished in shorter or longer periods and at different temperatures (between 150 and 250°C). The addition of the hydrogen is only possible through the agency of the catalyst which does not form a part of the product and is removed by filtration. With the development of aerial navigation, which required enormous quantities of hydrogen and brought an improvement of the method for the production

of hydrogen gas, it became possible to utilize the new process on a large scale.

The oldest patent (Dr. W. Normann, 1902) was acquired by the British firm of Jos. Crosfields & Sons, Ltd., in Warrington. For certain countries including Germany, the English firm sold the patent rights to the Germania Oil Works in Emmerich. The same patent is utilized in Czechoslovakia by George Schicht in Aussig, and in the United States of America by the Proctor & Gamble Company in Cincinnati. It is claimed by the Germania Oil Works that other patents, for instance that of Wilbuschewitsch, are infringements upon their right. In Germany the fat refinery in Brake, Oldenburg, turns out the same products by a similar method. Between the Bremen-Besigheim Oil Works, which operate a hydrogenation plant in Bremen, and the Emmerich firm an understanding has been reached. The Magdeburg Hydrogen Works have been sued by the Germania Oil Works for alleged violations of the patent rights of the latter. Holland, Norway and Russia also have several large hydrogenation plants.

Another process protected by patents is that of Dr. Bernhard Wilhelm van Eldih Thieme and Dr. Adolph Carl Geitel, of Gouda, Holland. This method is characterized by the fact that nitrate of nickel, or the nitrate salt of another metal is heated with an organic salt of nickel or another metal, and that for the production of the catalyst—instead of the pure organic salt—the product of a moderate oxidation with nitric acid and subsequent neutralization with the carbonate salt of this or another metal is used. The separate process of reduction with hydrogen gas has been made unnecessary by this method.

The catalyst produced by this method is furthermore distinguished by the advantage that the addition of hydrogen (hydrogenation) to unsaturated organic compounds, such as olein, is accomplished in low temperatures (between 140 and 150°C). With the aid of glycerine the work, according to the example given to the patent application, is carried out in the following manner: Three weight parts of 33% glycerin are mixed with 2½ weight parts of nitric acid. After a small quantity of potassium nitrate solution has been added the mixture is left standing quietly in a temperature of 25-30°C for three or four days. Then the solution is heated to 90°C, and after it has been cooled enough water is added to restore the original weight. It has been ascertained that the reaction may be accelerated considerably, if the nitric acid is not mixed with the glycerine, but permitted to flow to the bottom of the vessel. If this is done the process requires not more than 12 to 36 hours, and it is only necessary to neutralize the substance with carbonate of nickel.

Wimmer first proposed the use of the nickel salts of formic acid, acetic acid and lactic acid as catalysts, but already before that time the Russian, Ipatieff, made exhaustive experiments with palladium, palladium sulfate and palladium chlorate.

The United Chemical Works, Charlottenburg, first succeeded in working with temperatures below 100°C and obtaining the desired results with very small quantities of catalyst. According to this patented method the hydro-

* From *Deutsche Parfumerie-Zeitung*, Vol. 6, Nr. 19, p. 220, Oct. 10, 1920.

genation is carried out under a pressure of two or three atmospheres and palladium chloride is used as a catalyst. It has been proven that with this method only one weight part of catalyst is required for every 50,000 weight parts of fat.

A still greater advantage is obtained with another patented process. According to this method palladium is precipitated upon inactive metal powders or other substances which do not influence the catalytic action. If this is done one weight part catalyst suffices for 100,000 weight parts fat.

The method of H. Schlinek & Co., Ltd., has the distinction of being a continuous process. The fat, oil and hydrogen pass through a perforated centrifugal drum and experience a certain resistance by the carrier of the catalyst which is arranged on the walls of the drum. This resistance influences the hydrogenation reaction favorably.

Incidentally many other discoveries have been made in this direction. Dr. Pohl, for instance, mentions that the repugnant smell of the different train oils cannot be explained solely by impurities, but is caused—as discovered by the Japanese chemist Mithunaro Tsujinato—by the presence of a chemical compound which possesses eight hydrogen atoms less than stearic acid and is known under the name of elupandonic acid. With the aid of the method described above it has become possible to add hydrogen to the unsaturated compound and the product is nothing else than stearic acid.

The action of the hardened fats has been exhaustively examined by many chemists. It was found that the iodine and saponification numbers are only slightly changed by the hydrogenation. The investigations made by v. Paal and Koth gave the following results:

	Iodine Number.	Melting Point.
Hardened olive oil.....	0	61.0-68.5
Hardened cottonseed oil	0	57.0-60.0
Hardened sesame oil	2	59.0-69.0
Hardened linseed oil	0	51.0-65.0
Hardened castor oil	0.35	77.0-81.0
Hardened codliver oil.....	3	43.0-45.0
Hardened butter fat.....	0	41.0-42.0
Hardened lard	0	56.0-60.0
Hardened oleomargarine	1.2	48.5

Finally a number of color reactions are of some importance for the identification of the fats. In sesame and cottonseed oil these reactions are generally little or not at all changed, while in the train-oils a profound change takes place in this respect. Von Grimmie mentions a very characteristic reaction of hardened blubber. He states that an unmistakable violet coloration appears, if 5 ccm of the 5% solution are shaken with 1 ccm of concentrated sulfuric acid and a drop of tincture of iodine.

The hardening process is applied to whale, seal, codliver, sardine, herring and other fish oils, and also to almost all vegetable and animal fats. The duration of the solidification process, which requires several days for unhardened palm oil, generally depends upon the external temperature. It proceeds slower or quicker, according to the temperature, but undoubtedly in no case more rapidly than that of palm oil. The solidification of hardened oils often takes strange forms which cause leakages and prohibit the transportation in barrels.

The hardened oils are principally used for the manufacture of soaps, stearin and candles, for the production of solid lubricants, and for the greasing of leather and textile fibers. Large quantities of them are also transformed into edible fats and used in margarine factories.

SYNTHETIC FATTY ACID ESTERS AND SYNTHETIC FATTY ACIDS.

An interesting lecture on this subject was delivered by Dr. H. H. Franck, of Mannheim, at the eighty-sixth meeting of German scientific investigators and physicians. During the war the lecturer proposed for the alleviation of the fat famine the production of synthetic esters from the fatty acids wasted in the refining of edible fats and the splitting of technical fats by re-esterification with ethyl alcohol and glycol. These synthetic esters were to be added to the human food. After the utilization of 92-96 per cent with ethyl esters and of 80-90 per cent with glycol esters had been demonstrated by experiments on dogs further tests in this direction were made in divers prison camps, and they resulted favorably. The result of these experiments was that in 1917 and 1918 about 70 to 80 tons of "ester oil," manufactured according to the method of the lecturer by the Bremen-Besigheim Oil Works, were added to the margarine every month. This was equal to 2-10 per cent of the fat consumption of the German margarine industry at that time.

The lecturer also reported the result of his experiments in regard to the oxidation of paraffin with the aid of the oxygen current circulating in the autoclave under a pressure of 15 to 20 atmospheres. The initial material used was tablet paraffin with the melting point 44-58° C. In the course of half an hour a total yield of 85-90 per cent of carboxylic acids was obtained. Between 70 and 75 per cent were utilizable fatty acids and the remainder consisted partly of lower fatty acids and partly of unknown oxidation products. Resinates of lead, manganese and vanadium were used as catalysts. The action of the latter was very strong, but that of lead and manganese less pronounced. The fatty acids obtained resembled coconut oil acids and furnished a good soap.

The result, however, cannot be considered uniform. Franz Fischer obtained with analogous experiments the fatty acids of the carbon ring, while the same experiments made by Kelber produced the fatty acids of the straight carbon chain. This proves that paraffin is not a uniform material. The lecturer is of the opinion that the catalytic oxidation produces first the higher, and then from the latter the lower fatty acids.—From *Seifensieder-Zeitung*, Vol. 47, Nr. 33, page 733, October 13, 1920.

NORWAY AS A MARKET FOR SOAP.

The average pre-war importation of soap into Norway was about 650 metric tons, and although there are 30-35 soapworks in the country, the available supply of fats is insufficient to enable them to compete successfully with foreign makers in the class of goods most in demand. Since these conditions are likely to obtain in the future as well, says the *Seifensieder-Zeitung*, Norway should continue a large importer of soap, and, indeed, last year showed a 25 per cent increase in the quantity imported. Consumers are inclined to be conservative in their preference for certain brands, and it is difficult to get them to accept any others. Still, there is an opening for goods that meet the needs of the people, in the shape of good quality soap powders and flakes, scouring soaps, and liquid soaps for toilet, shaving and fine polishing purposes.

SOAP EXPORTS FROM UNITED STATES.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in October, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Azores and Madeira Islands, \$81, (\$11); Belgium, \$1,659, (.....); Bulgaria, \$371, (\$24); Czechoslovakia, \$15, (\$.....); Denmark, \$1,335, (\$12,825); France, \$101, (\$.....); Germany, \$1,070, (\$310); Greece, \$1,548, (\$205); Italy, \$16,830, (\$9,670); Netherlands, \$1,920, (\$65); Norway, \$326, (\$24,785); Poland and Danzig, \$144, (\$2,031); Portugal, \$....., (\$81); Roumania, \$280; (.....); Russia in Europe, \$186, (\$2,255); Spain, \$2,264, (\$75); Sweden, \$338, (\$.....); Turkey in Europe, \$495, (\$6,370); England, \$5,226, (\$5,252); Scotland, \$....., (\$8,962); Bermuda, \$124, (\$188); British Honduras, \$1,072, (\$3,307); Canada, \$31,104, (\$74,412); Costa Rica, \$1,837, (\$500); Guatemala, \$1,232, (\$226); Honduras, \$8,412, (\$8,353); Nicaragua, \$1,016, (\$5,353); Panama, \$7,589, (\$7,188); Salvador, \$2,167, (\$132); Mexico, \$26,617, (\$47,542); Newfoundland and Labrador, \$675, (\$4,190); Barbados, \$422, (\$20); Jamaica, \$5,576, (\$2,288); Trinidad and Tobago, \$1,180, (\$29); other British West Indies, \$1,513, (\$5,289); Cuba, \$76,807, (\$86,566); Virgin Islands of United States, \$416, (\$2,783); Dutch West Indies, \$1,290, (\$76); French West Indies, \$47, (\$613); Haiti, \$2,073, (\$58,545); Dominican Republic, \$8,842, (\$18,132); Argentina, \$20,289, (\$722); Bolivia, \$956, (\$.....); Brazil, \$14,110, (\$796); Chile, \$8,861, (\$4,798); Colombia, \$5,606, (\$2,150); Ecuador, \$2,436, (\$5,879); British Guiana, \$12, (\$17); Dutch Guiana, \$682, (\$75); French Guiana, \$18, (\$513); Peru, \$30,419, (\$866); Uruguay, \$140, (\$.....); Venezuela, \$9,911, (\$56); China, \$21,886, (\$1,180); Kwantung, \$908, (\$280); Chosen, \$50, (\$66); British India, \$6,087, (\$45); Straits Settlements, \$2,143, (\$.....); other British East Indies, \$250, (\$.....); Dutch East Indies, \$6,108, (\$5,155); Hongkong, \$1,112, (\$86); Japan, \$4,969, (\$4,163); Russia in Asia, \$....., (\$26); Siam, \$102, (\$.....); Turkey in Asia, \$1,000, (\$25); Australia, \$17,030, (\$1,219); New Zealand, \$10,700, (\$423); other British Oceania, \$12, (\$81); French Oceania, \$594, (\$.....); Philippine Islands, \$6,508, (\$2,186); Belgian Congo, \$....., (\$22); British West Africa, \$83, (\$4); British South Africa, \$5,632, (\$502); British East Africa, \$85, (\$.....); Canary Islands, \$1,585, (\$.....); French Africa, \$25, (\$208); Liberia, \$....., (\$81); Morocco, \$51, (\$.....); Portuguese Africa, \$528, (\$625); Egypt, \$1,351, (\$37); total, \$416,439, (\$857,153).

ANOTHER STEP IN LEVER EXPANSION.

At a meeting of the shareholders of the African & Eastern Trade Corporation, Ltd., held at Liverpool recently, it was voted to accept the proposal for amalgamation with Lever Bros., the soap and alkali makers. This action by the stockholders places the matter in the hands of the court for decision as to its legality and compatibility with the public interest. It is expected that sanction for the combination will be readily granted and that the amalgamation will be completed within a few weeks.

Several propositions were submitted to the conference of the directors with Lord Leverhulme, head of the Lever Bros. Company, but the only one which was acceptable to him was approximately the following: The Lever interests were to turn over 4,000,000 shares to an independent trustee. This would be for the purpose of securing for the new shares of preferred stock to be issued to the African & Eastern shareholders a first call on the income and capital of the corporation for repayment at 40s per share in the event of liquidation.

Navy Contract for Procter & Gamble.

Procter & Gamble have been awarded the contract by the Bureau of Supplies and Accounts, Navy Department, for furnishing 100,000 lbs. of soap powder in 4-lb. cartons at \$5,250. The bids for this were opened on December 3.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

sumers, which was the big factor earlier in the year, has practically ceased to function. Instead, the great majority of consumers have resorted to every conceivable device in their efforts to repudiate contracts placed for soap making oils when speculation was keenest. Accumulations are now coming on the market, which is gradually crumbling under the unwieldy load. To further complicate matters, the largest imports of cocoanut oil for many months have been offered from the Far East and weakness is consequently decidedly pronounced. When it is recalled that the decline in crude cottonseed oil has been more than 50 per cent during the past six months, it is small wonder that most of the competing oils are showing a sympathetic downward tendency. In general the majority of consumers are still content to stay out of the market. A good many of them are operating on high cost stocks and are well fixed as regards future supplies until well along in March or April. It seems to be pretty well established, therefore, that no real revival of activity on a broad scale can be seen until late in the Spring. Liquidation has run so far in the vegetable oil line that it has naturally provoked the question as to when the turn will actually come. Any prediction along these lines at this time is necessarily guesswork. The future of the market depends largely on how pressingly in need of cash existing holders actually are. Olive and castor oils have withstood the bearish pressure with far more resistance than the balance of the list. There are large quantities of Government surplus material of the former grade which are continually coming into competition with goods offered from crushers.

Industrial Chemicals.

The big slump of the past few weeks in practically all raw materials utilized by soap makers has struck the makers of soaps a hard blow, particularly those who carried any quantity of supplies from the peak of the high level. Industrial chemicals which were in such uncommonly good demand early in the year were the first to feel the effects of the general slump in business and at this time no particular rallying power is in sight excepting perhaps in sulphuric acid. A decidedly stronger feeling has been injected into the latter as the result of the forced curtailment of production by many important smelters and by-products coke oven plants. There is now a scarcity of offers. Producers of alkali materials, including caustic soda and soda ash, are maintaining contract prices announced a month ago for 1921 and a majority of them report that 50 per cent of their total production for next year has already been sold ahead on contract. The general position of leading potash salts is decidedly weak under pressure of arrivals from abroad. Boraxes reflect a strong market position with the spot market firm, as supplies are none too plentiful.

Other Soap Materials.

The debacle of the naval stores market, where prices for soap makers' grades of rosins are down nearly \$3.50 a barrel, is one of the outstanding features, the weakness being caused by renewed selling pressure at primary points in Savannah and Jacksonville, where a total lack of export buying seems to have undermined the situation notwithstanding that no new production can come on the market until next Spring. Like all other soap manufacturers' sundries, tallow, grease, stearic acid and starch have been carried down to new low record levels for the movement.

Production of Rosin in Finland.

The first rosin factory was built in Finland by the Finska Kemiska A. B. only 10 years ago. Stumps were used as raw material and treated by a special method invented by the founder of this factory. There are now three rosin factories in this country. Three of the paper mills also manufacture fluid rosin for the manufacture of soap.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

(Written specially for this Journal)

The unsettled conditions have continued, and New York special tallow sold about ten days ago at 6½c per lb., the lowest reached thus far on the present decline. This practically puts tallow at the pre-war average of prices, and considerable stock in the hands of the desponding producers has been disposed of at around this basis.

Briefly summarizing the price of tallow during the World War period, we find that, beginning at 6½c, the advance was steady until 20c per lb. was reached; and, after the signing of the armistice, the price declined steadily to 8½c per lb.; from which rate tallow again advanced, reaching a new high level of 21½c per lb., since which time it has again declined steadily to 6½c.

It would appear probable that the next decided movement should be an upward reaction, either from the present price of 6½c or from a figure very close thereto; and that the market should advance several cents per pound. With more hopeful conditions after the turn of the year, better prospects for business in general as we reach the early part of the Spring, and the likelihood that considerable tallow will again enter into consumption for other uses than soap, as well as the betterment in soap business which seems due after the depressed conditions of the last few months, there is a possibility—not to be disregarded—of a change in sentiment, contributing to the enhancement of values of most commercial fats and oils, especially tallow and grease. Comparatively speaking, the purchasing power of the dollar, as far as tallow is concerned, during the past several years was at one time less than 33c, and it is now nearer 90c. Unless the deflation in general has been completed, the purchasing level is hardly likely to remain long at this point.

December 16, 1920.

TOBIAS T. PERGAMENT.

GLYCERINE.

(Written specially for this Journal)

The glycerine market is sluggish and shows no immediate signs of a strong recovery. The price has been officially reduced to 20-21 cents for the chemically pure in drums, while in cans the price is 22-23 cents. Dynamite is easy at 17-17½ cents, although sales have been made as low as 16-16½ cents. Crudes are steady under light offerings, with soap lye held at 10½-11 cents, and saponification at 11-12 cents. Refiners report that there has been considerable filling of requirements on contracts and as these instruments contain a clause protecting buyers against decline they have little to worry about. Production at present is thought to be running lower than for many years before the war and in some refining circles the prediction is made that prices are nearly as low as they can go, and that when the demand actually does come on the market prices will be quick to respond upward. As regards dynamite glycerine, it is of interest to note that torpedo companies have been doing a good business due to the

activity in the oil fields. Demand from powder makers is not expected to revive for a month or more. Export possibilities have increased since our market has ruled below the parity of Europe. At the present stage of the game the smaller domestic consumers enjoy an advantage which they seldom receive, but as previously noted only a real call for the commodity will serve to bring a revival at this time. Some of the prominent operators in Chicago have recently firmed up their views in consequence of reduced production.

W. A. STOPFORD.

VEGETABLE OILS.

When it costs \$130 to lay a \$30 barrel of oil down in Paris and \$5,000 to lay the same barrel down in Germany it is clear that exchange conditions have well nigh created unsurmountable obstacles in the export market for vegetable oil products. Soap making demand from domestic con-

(Continued on preceding page)

SOAP MATERIALS.

Tallow and Grease.

Tallow, New York, Special 6½c. Edible, New York, 9½c. Prime Packers, Chicago, —@—c. Edible, Chicago, —@—c. Yellow grease, New York, 4½@4½c. Brown grease, New York, 4½@4½c. Yellow grease, Chicago, —@—c. Brown grease, Chicago, —@—c. Rosin—Savannah, Dec. 15, 1920.

Common to good.....	\$9.00	I	9.00
D	9.00	K	9.00
E	9.00	M	9.00
F	9.00	N	9.00
G	9.00	W. G.	9.00
H	9.00	W. W.	9.25

Starch, Pearl, per 100 lbs.....	\$3.08
Starch, powdered, per 100 lbs.....	3.18
Stearic acid, single pressed, per lb.....	14c.
Stearic acid, double pressed, per lb.....	14½c.
Stearic acid, triple pressed, per lb.....	15½c.
Glycerine, C. P., per lb.....	21 @21½c.
Glycerine, dynamite, per lb.....	16½@17c.
Soap lye, crude, 80 per cent, loose, per lb....	9½@10c.
Soap lye, saponification, 80 per cent, loose, per lb.....	11 @11½c.

Oils.

Coconut, edible, per lb.....	16c.
Coconut, Cochin, Dom., per lb.....	14½c.
Coconut, Ceylon, Dom., per lb.....	13½@14c.
Palm, Lagos, per lb.....	8½c.
Palm, Niger, per lb.....	7½@ 8½c.
Palm, kernel, per lb., nominal.....	14½@14½c.
Cotton, crude, per lb., f. o. b. mill.....	\$6.30@\$6.50
Cotton, refined, per lb., New York.....	9½@10c.
Soya Bean, per lb.....	11c.
Corn, crude, per gal.....	9½@10c.
Corn, refined, per lb.....	14½c.
Castor, No. 1, per lb.....	13c.
Castor, No. 3, per lb.....	12½c.
Peanut, crude, per lb.....	8 @ 8½c.
Peanut, refined, per lb.....	12 @12½c.
Olive, denatured, per gal.....	\$2.75@\$2.90
Olive Fools, prime green, per lb.....	10½@11c.

Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.....	\$3.75@\$3.85
Soda Ash, 58 per cent, per 100 lbs.....	1.85@ 1.90
Potash, caustic, 88@92 per cent, per lb., f. o. b. Works	16 @18c.
Potash, caustic, 70@75 per cent, per lb., f. o. b. Works	16 @18c.
Potash, carbonate, 80@85 per cent, per lb., New York	13 @17c.
Salt, common, fine, per 100 lbs.....	nominal
Sulphuric Acid, 60° per cent, per ton.....	\$15.00@\$16.00
Sulphuric Acid, 66° per cent, per ton.....	21.00@ 22.00
Borax, crystals, per lb.....	8½@ 8½c.
Borax, granular, per lb.....	8½@ 9c.
Zinc Oxide, American, lead free, per lb.....	9½@10½c.

Terpineol Message No. 1.

Business for first 6 months of 1920

98%

of total business for year 1919.

To a buyer with good judgement and discrimination this must speak volumes in favor of our recent quality.

We pledge ourselves to maintain the best quality that can be made here and abroad.

You can rest assured that we want to do and will do everything in our power to maintain the leading position.

We are the World's Largest
Manufacturing Specialists
in

High Grade Terpineol
chem. pure - water free

Essential Oil Specialties Company

P. O. Box 6558 Upper Darby Pa.

Philadelphia, Pa. U. S. A.
Office and factory : Greenwood, Del. Co., Pa.

FLORASYNTH LABORATORIES, INC.

EXECUTIVE OFFICES AND WORKS
UNIONPORT, NEW YORK

BENZYL BENZOATE
FOR
MEDICINAL
AND
PERFUMERY PURPOSES
ODORLESS COLORLESS

Telephones:
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**ISO BUTYL PHENYL
ACETATE**
NEW ESTER OF JACINTH-
ROSE CHARACTER, FOR
ORIENTAL BOUQUETS &
MODERN CREATIONS

OUR SPECIALTIES

ACETOPHENONE
ANISIC ALDEHYDE PURE
BENZALDEHYDE F. F. C.
CINNAMIC ALCOHOL
CINNAMIC ALDEHYDE F. F. C.
CITRAL PURE
CITRONELLOL (Dextro) and Esters
GERANIOL PURE and Esters
EUGENOL PURE
HELIOTROPIN C. P.
ISO EUGENOL PURE
LINALYL ACETATE and other Esters
METHYL ACETOPHENONE
METHYL ANTHRANILATE PURE
RHODINOL PURE and Esters
RESINOL OAK MOSS
TERPENYL ACETATE and other Esters

ISO BUTYL INDOL
A Powerful Organic Product
WILL NOT DISCOLOR

**ISO BUTYL BENZOATE
AND
ISO BUTYL SALICYLATE**
NEW ESTERS FOR MODERN
CREATIONS, TREFLE &
ORIENTAL BOUQUETS



AROMATIC CHEMICALS—ETHERS—ESSENTIAL OILS

IMPORTERS—MANUFACTURERS—EXPORTERS



RIVIERA PRODUCTS CO.

154 West Lake St. CHICAGO

J. DE LORME, President and General Manager

WE OFFER THE FOLLOWING HIGH GRADE PRODUCTS

RIVIERA LILAC

HIGHEST TYPE LILAC FOR PERFUMES—WILL NOT DISCOLOR—USED
IN ALL TOILET PREPARATIONS

Price \$32.00 lb.

Trial oz. \$2.25

RIVIERA ROSE

RED ROSE TYPE—JUST THE ROSE YOU ARE LOOKING FOR

Price \$32.00 lb.

Trial oz. \$2.25

RIVIERA QUININE

FRENCH TYPE—VERY FLOWERY

Price \$12.00 lb.

Trial oz. \$1.00

BOUQUET CREME

A MOST POPULAR ODOR FOR CREAMS—VERY POWERFUL AND LASTING

Price \$22.00 lb.

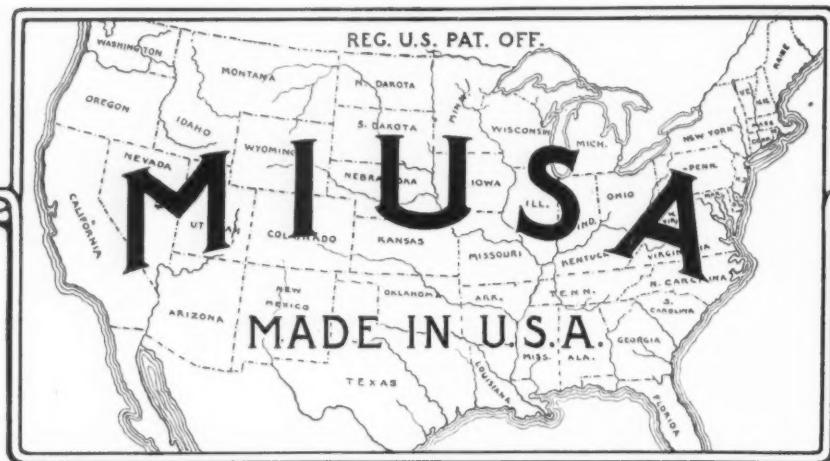
Trial oz. \$1.50

MR. DE LORME BEGS TO NOTIFY HIS FRIENDS AND THE TRADE IN GENERAL THAT HE HAS
DISPOSED OF HIS INTERESTS IN THE DE LORME HOLMAN CO. AND HAS NO CONNECTION
WHATSOEVER WITH THE LAST NAMED CONCERN.

WE SOLICIT YOUR ENQUIRIES FOR ALL RAW MATERIALS FOR PERFUMERS AND SOAP-
MAKERS. WE ARE WESTERN REPRESENTATIVES FOR

H. LIEBER & CO., New York

AND CAN SUPPLY YOU AT ANY TIME WITH PURE FOOD CERTIFIED
COLORS; ALSO TECHNICAL COLORS FOR PERFUMES, TOILET
WATERS, CREAMS, ETC.



THIS TRADE-MARK

this slogan and this label should be foremost in the minds of all American buyers of synthetic perfumery raw materials.

JACINTHE

(Phenylacetaldehyde)
Better than now imported

LILAC "DELTA"

Smells like a bunch of growing
unpicked white lilacs.

Write for Samples



VAN DYK & CO. Incorporated 1904
4 & 6 Platt St., New York : Factory: Jersey City, N. J.

BONDS

SAVE TIME—SAVE WORRY—SAVE TROUBLE

Nothing To Do But Sign Your Name

I prepare all bonds, application for permit and all other necessary Government forms, ready for your signature.

I Take Care of All RED TAPE You Sign Your Name

Ten thousand users of alcohol have sought my services.

For three years past I have specialized in this business of alcohol bonds.

I reduce the matter to the mere signing of names of my patrons.

Don't trust the important work of drafting your applications for permit to anyone not thoroughly posted on the laws and regulations.

Don't buy your bond of any man not qualified to prepare all applications and bonds, ready for your signature.

I Charge Same Price For Bonds That Others Charge

NO CHARGE FOR SERVICE

10,000 CUSTOMERS 10,000

Business in every State in the Union

H. W. Eddy

THE BOND MAN

St. Louis, Mo.

CUT OUT AND MAIL TODAY
APPLICATION BLANK

H. W. EDDY,
 St. Louis, Mo.
 Dear Sir:—Because you will prepare all of our
 permit, supplementary to do and sell other forms
 buy our bond we will have nothing and no
 derived that you will have no charge to do and
 with you will make no charge to do and sell
 to business. We are engaged the bond for that
 will know each and as the bond for that
 thus enabling us to get all the questions we want to
 (Sign firm name on above line)
 No.
 Street
 City
 A. P. & E. O.
 10-20

"PALLAS"
GENUINE LAMB SKIN PUFFS
BEST OF ALL

AS TO PUFFS

We manufacture the NEWEST, PRACTICAL AND MOST ATTRACTIVE, GENUINE LAMB-SKIN Vanity Puff. The use of Genuine Lambskin for Vanity Puffs is a creation of our own and we are indeed proud of it. Lambskin possesses many advantages over any other puff. It is flexible, smooth and velvety insuring a uniform application of rouge or powder—and fits into any metal Vanity rouge box. We treat the skins with approved antiseptics rendering them absolutely hygienic.

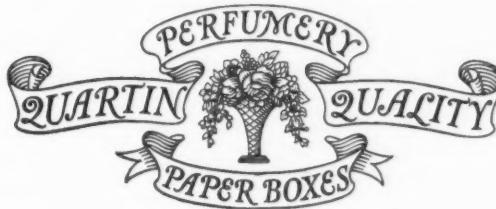
DO NOT BE MISLED—NONE OF THE PUFFS WE MANUFACTURE IS PATENTED—OUR GUARANTEE OF PROTECTION WITH EVERY SALE.

AS TO BOXES

We manufacture a fine line of Brass Vanity boxes. Slip Cover and hinged, single or double, all finishes, and design.

We send samples on application.

PALLAS MFG. CO., Inc.
87 Greene St.
New York



KNOW YOUR NEW YORK

THE greatness of New York thrills the world. America everywhere marvels at its wonders. New Yorkers revel in the glory of its name.

But what about the men and women who have helped to make New York so truly great? *Big Business* has buried their names—a thousand thousand business geniuses—beneath a monument huge and heartless, “the largest of its kind in the world.” And the world looks on. Yet the fact remains there is still hope for the Individual against the Institutional. It is because human beings are looking forward.

Times are changing. Men and women are specializing, learning—and the work of the world is being better done.



THAT is why I do not make all the perfumery boxes in the world. I make only the best. You find in Quartin Perfumery Boxes a beauty of design and perfection of workmanship which you expect to see only in the finest imported boxes.

The skill and loyalty of the men and women whose workmanship goes into these boxes, and the tripled capacity of my new light-flooded factory at Woodhaven, Long Island, make me unafraid to guarantee a new conception of quality, and a new standard of service.

New York Office, 179 Wooster Street
Telephone Spring 8406

A. Quartin
Sole Owner

For quotations and samples address Quartin Mfg. Co., Woodhaven, Long Island

PAPER BOXES THAT COMBINE QUALITY WITH INDIVIDUALITY

FOR

COMBINATION AND SILK BOXES
POWDERS - PERFUMES - TALCUMS
... CREAMS - SOAPS - LOTIONS ...

J. LANDOWNE COMPANY
MANUFACTURERS
2961-2971 ATLANTIC AVE.
BROOKLYN, N. Y.

WESTERN REPRESENTATIVES:
McBRADY BROS. SALES CORP.
8 S. DEARBORN ST. CHICAGO

Universal Electric Filler and Weigher For Talcum and Face Powder

This machine will fill *any* powder—light or heavy—with regard to its nature—into *any* style container. Especially adapted to moderate size plants.

For larger plants the Model K-2 Machine is used.

Our "Little Wonder" Gravity Scale is designed for bath salts and other free-flowing materials

Consult our engineering staff for the solution of your special problems.



MODEL G-1 TYPE

AMERICAN MACHINERY COMPANY, Inc.
330-342 N. 12th Street, Philadelphia, Pa.

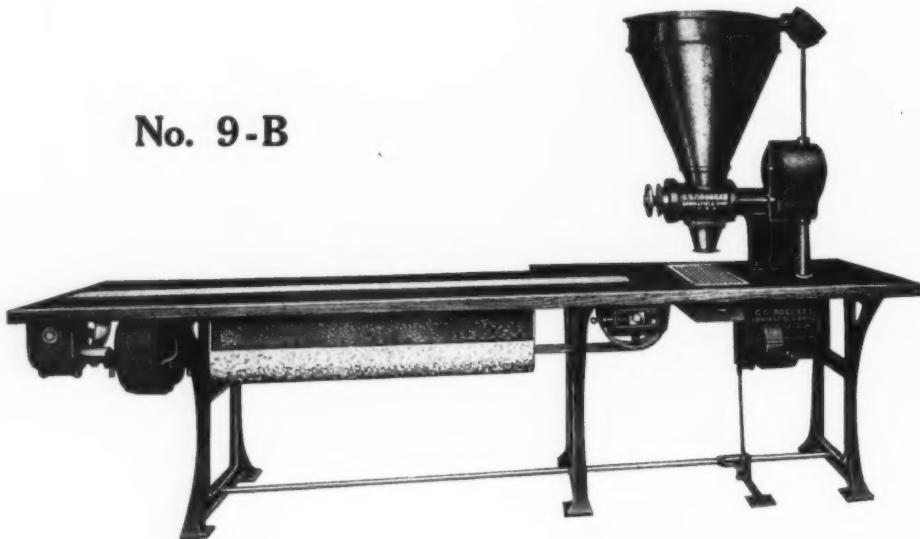
Eastern Representative, B. F. Adams,

15 Park Row, New York, N. Y.



FACE POWDER BOX FILLER

No. 9-B



The machine that pays for itself. This remarkable piece of apparatus—so necessary in every toilet preparation plant, will do the work of seven girls, and it costs less than the yearly salary of ONE!

Let us tell you where they are in very
successful operation

Have you seen our No. 15 powder box gluer?

MADE BY

GEORGE G. RODGERS

Springfield, O.

Maker of Machines for All Toilet Preparations

Aluminum vs. Opal Glass Cream Jars



Full Size— $2\frac{1}{2}$ Oz. Capacity
Also Furnished $3\frac{1}{2}$ Oz. Capacity

One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

How about you?



Metal Compact Boxes Single or Double

Hinged or Slip Cover
Gilt, Nickel or Gold-Plated

Lip-Stick and Eye-Brow Tubes

Aluminum Caps

Write us regarding any special or stock design and prices.

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Specialist and Originator of Metal Boxes for Compacts

200 Fifth Ave.

New York

Tel. Gramercy 3221

GENUINE FRENCH FILTER PAPER

ROUND AND SQUARE

FLAT AND PLAITED

ALL SIZES



PURE RAG BASE

QUALITY EM
FOR OILS AND SYRUPS

FREE FROM CHEMICALS

QUALITY EF
FOR ALCOHOL

WOOL and DOWN PUFFS

Vanity and Serviettes Styles
ALL SIZES IN STOCK
Made in France

SYNTHETIC PERFUME MATERIALS

PHENYLETHYL ALCOHOL
RHODINOL EXTRA
GERANIOL P.
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LILAS FLEURI
ART. NEROLI
OEILLET BASE
MUGUET FLEUR

HENRY KAYSER & FILS, Inc.

MARCEL SCHMITT, Mgr.

41 Union Square

NEW YORK

E. M. LANING

Manufacturer of Exclusive Perfume Materials

280 PEARL STREET

NEW YORK

ORIENTAL BOUQUET NOVELTIES

and

CONCENTRATED FLOWER OILS

for

PERFUMES, TOILET WATERS, POWDERS, CREAMS, SOAPS,
HAIR TONICS, ETC.

A Few Synthetic Specialties

CHYPRE, Extra \$25 per lb.

A Powerful Base of this very Popular Type.
Adds character to Bouquets for Extracts and Powders.

PEGGY \$30 per lb.

A new creation for high-class face powders
and talcums. Alluring, pungent, loud and flowery.

EGYPTIAN DREAM \$28 per lb.

Exceedingly Popular. A Dreamy Odor base
for Face Powder and Talcum.

EAU DE QUININE, Extra \$20 per lb.

$\frac{1}{4}$ oz. to the gallon of 50% Spirits produces
the most desirable effect.

OIL LOCUST BLOSSOM \$20 per lb.

A Perfume Base for Extracts and Creams pos-
sessing the Strength and Flowery Aroma ap-
preciated in this odor.

OIL ROSE, JACQUE \$24 per lb.

True to type. Especially adaptable for high-
grade cold creams.

OIL ROSE SAVON \$7.50 per lb.

A very Powerful Base for high-grade Toilet
Soaps and Talcum.

OIL ORIENTAL, SAVON \$10 per lb.

A Popular Bouquet for Toilet Soaps and Tal-
cum.

ODORS of any Special Types. Your inquiries solicited. Samples cheerfully furnished.

A limited supply of LIQUID CONCRETE CASSIE, OEILLETT, ORANGE, RESEDA and MIMOSA in original 1 lb. packages, at remarkably low prices.

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**PERFUMES, TOILET CREAMS, (cold, vanishing, rolling massage, liquid and shav-
ing), GENERAL TOILET PREPARATIONS, NON-ALCOHOLIC FLAVORING
EXTRACTS, DENTIFRICES and PHARMACEUTICALS.**

What manufacturer is not confronted with problems in his various processes and has
not the time to work same out? I offer special service and expert advice in solving
your problems, perfecting your formulas and processes. Also furnish Practical Working
Formulas. Special information on machinery, adaptable for various preparations.
Formulas corrected to comply with Prohibition Requirements. Let me know your dif-
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SATISFACTION and EFFICIENT SERVICE GUARANTEED

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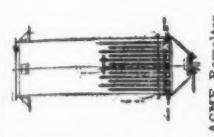
NEW YORK



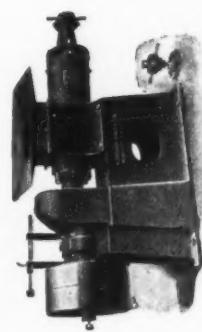
PASSAIC METAL WARE
=====COMPANY=====
PASSAIC, NEW JERSEY

Manufacturers of Decorated Talcum and Toilet Powder Cans and Boxes of various sizes and shapes, as well as a general line of Decorated and Plain Cans and Boxes for many purposes.

This company, because of its organization, equipment and experience, makes superior goods and renders superior service with all that this implies.



ACME Soap Frame.

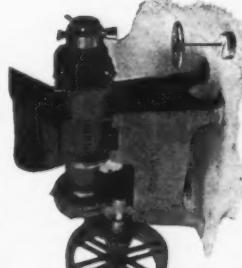


STANDARD Soap Frame.

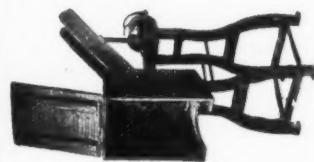
TYPE "F" Plodder.



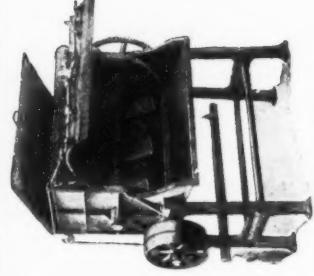
2-, 3-, and 4-Roll Soap Mills.



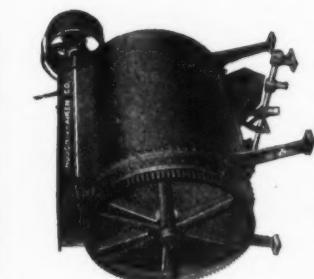
4, 6, 8, and 10-Inch Screw Soap Plodder.



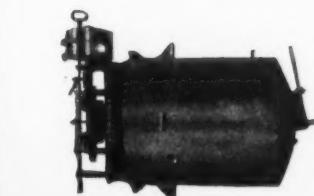
Soap Chipper.



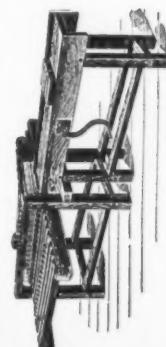
IDEAL Amalgamator.



HORIZONTAL Crutcher.



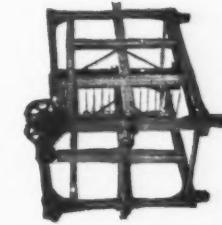
AIREN Power Cutter.



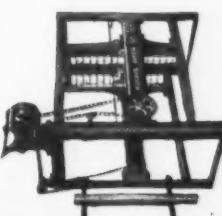
DOUBLE RACK Cutter.



AIKEN Power Cutter.



CHAMPION Slabber.



AIREN Power Slabber.

HOUCHIN-AIKEN CO.

INCORPORATED

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SOAP MACHINERY

Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chippers, Mills, Plodders, Soap Dies, Perfume Mixers

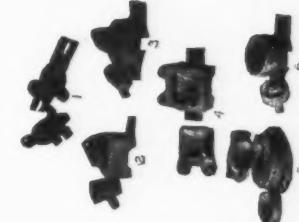
GLYCERINE MACHINERY

Plans and Specifications for Plants—Old Plants Remodeled

BROOKLYN, N. Y.



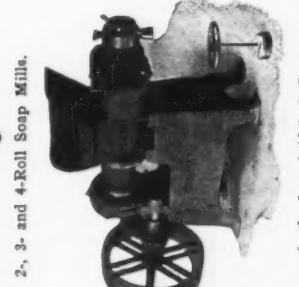
No. 4 Soap Press.



No. 6 Soap Dies.



No. 8 Soap Dies.



No. 10 Soap Dies.

*We can take care of
Your Requirements*

Prompt Deliveries

Brass Boxes
for
Powder & Rouge
Compacts

*Hinged or Slip Cover
Fitted with or without
Mirror & Bezel~*

*Our **ROMAN** finish
will not tarnish*

KEENEY - KARMEN COMPANY

MANUFACTURERS OF METAL PRODUCTS

106-108 WEST END AVE.
NEW YORK



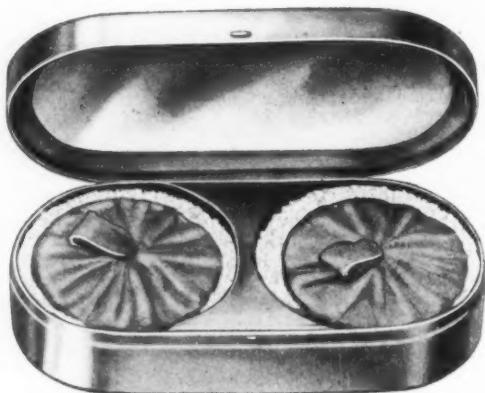
Fansimo PRODUCTS
REGISTERED



- ¶ Have you ever seen the handsome packages that we produce by our process of covering with damask and silk?
- ¶ All shapes of rouge and powder compact boxes covered with French flower trimming, damask satin and gold braid, etc.
- ¶ Let us cover your old or odd-shaped bottles, and make them saleable as novelties; or make up samples of your own boxes, etc.

F. NEWMAN - - NEW YORK
DECORATIVE ART NOVELTIES
33-35 EAST 21st STREET

"We Specialize In—"



DOUBLE COMPACT WITH MIRROR

POWDER AND ROUGE BOXES



BEADED SLIP COVER

Slip Cover and Hinged
With and Without Mirrors
All Shapes, Finishes, Colors
and Gold Plated
Stock and Special Designs



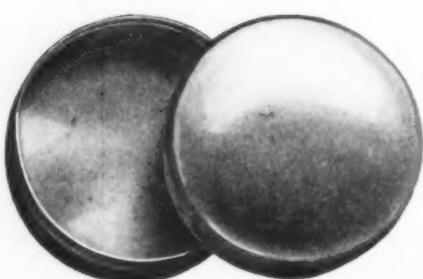
WATCH CASE HINGE

Write for Prices

E. LOESSER MILLS, Inc.

142 Pine Street

Montclair, N. J.



PLAIN SLIP COVER

Makers of
Metal Novelties



HINGED COVER WITH MIRROR

From Perfumery to Pork-Packing

May be manufacturing extremes and yet the comparison may serve to "Point a Moral." The Perfume manufacturer has a way of saving the scent of his product while the porkpacker loses the squeal in his—both are trade equivalents.

THE DUPLEX SPRING CLAMP SEAL not only keeps the material contents of the jar or bottle intact but *actually* preserves the *essence* as well.

By *Sealing tight* and *Staying tight* unceasingly, The DUPLEX has proved its worth to the lasting satisfaction of the leading manufacturers of perfumes, creams and lotions.

The DUPLEX SPRING CLAMP SEAL is simply the law of Cause and Effect intelligently and successfully applied.

YOU KNOW

What shrinkage means in the marketing of your product.

How air, heat and cold affect the keeping properties of your goods.

What "making good" costs you in the aggregate for goods spoiled and returned.

How your package is abused in shipping and how the knocking around invariably loosens the cap of container.



WHAT IS IT WORTH

to you in dollars and peace of mind to be able to eliminate the losses, troubles and difficulties connected with the imperfect sealing of your product?

The DUPLEX SPRING CLAMP SEAL will answer the question to your profit and entire satisfaction. It speaks for itself.

Our sales department will count it a pleasure to assume the "Burden of Proof" if you are interested.

Leading Glass Makers Supply the "DUPLEX" Finish. For samples and further particulars address

National Seal Company, Inc.

14th Avenue and 37th St., Brooklyn, N. Y. 40 Central St., Boston, Mass.

We are now in a position to supply regularly from

SPOT STOCKS

carried in America of Absolutely Pure

PATCHOULI OIL

and other high grade Essential Oils of
Uniform, Fine Quality

Distilled in Malay especially for our trade here and abroad

Samples Submitted

Lowest Prices

Inquiries Invited

Express Shipments

THE H. G. WHITE COMPANY

(Largest Producers of Patchouli in the World)

NEW YORK SALES OFFICE

428 LAFAYETTE STREET

Cable address "Lafchemco, New York"

An Announcement To The Trade

FOR the first time in the history of the Toilet Goods Industry, makers of perfumes, soaps, cosmetics, manicure and hair preparations, dentifrices, lotions and kindred articles having a distinct "beauty" appeal, have an opportunity to join in a concerted effort to educate the public up to a more complete acceptance of their wares and of the ideas back of them.

The "Beauty Mart," to be held at the Coliseum, Chicago,

February 28 to March 6, 1921

is to be a national exhibition, in which every exhibitor will be able to meet both consumers and retailers on terms of unprecedented favorableness.

Chicago newspapers have already sounded the first call in news articles that occupied front page positions. Such articles are contributing to the assurance of a large popular attendance. Special features being arranged for the exhibition will stimulate interest and add to the attendance.

Hairdressers, beauty parlors, drug stores, department stores and jobbers are being made aware of the exhibition through their trade papers and by direct campaigns, and every day there will be merchandising features and special demonstrations to interest these buyers definitely from a business point of view.

The opportunity will be open to exhibitors at the "Beauty Mart" to sample, demonstrate or sell (either wholesale or retail). Manufacturers and their agents are invited to write or wire for further particulars so that reservations for space may be made while space is still available. Many manufacturers have already reserved space.

*Trade Exhibits Corporation
123 West Madison St., Chicago*

THE BEAUTY MART

at the Coliseum, Chicago
February 28 to March 6, 1921

AN UP-TO-DATE PLANT

Devoted to the manufacture of

FINE PAPER BOXES

for

Perfume, Face Powder and Rouge at
moderate prices to meet the times.

Silk, Satin and Set Boxes for Holiday
trade is our specialty

Especially equipped to handle large contracts.

Modern Cigarette Box Co., Inc.

539 Schenck Avenue

Brooklyn, N. Y.

Established 1912.

GEO. V. GROSS & CO.

30 OLD SLIP

NEW YORK

Essential Oils, Flower Concretes, Semiflors, Synthetics, Etc.

ROSE

TRIAL OUNCE	-	-	-	-	\$ 4.00
ONE POUND	-	-	-	-	\$54.00

CENTIFOLIA

G. V. G.

No new creation of our laboratories, but the same Rose Base we have marketed for years with such phenomenal success that there are few perfumers of standing who are not using it in one form or another. They favor it because of its unvarying uniformity, its "compact" odoriferousness, its inimitable tone quality. Experience has convinced them that it is one of those very few all-round products that will stand up in every conceivable kind of toilet preparation, irrespective of the nature of its ingredients.

CHICAGO
186 No. La Salle St.

PHILADELPHIA
220 So. 38th St.

DETROIT
207 Elmhurst Ave.

SOCIETE FRANCAISE DE PRODUITS AROMATIQUES

formerly: **Etabl^{ts} GATTEFOSSE**

19. rue Camille. LYON France

Standardized Perfumes

manufactured by modern processes

TAYLOR ¹⁰⁰ ₁₀₀ ARTIFICIAL SCENTS
TERPENELESS ESSENTIAL OILS
HYDROXYCITRONELLAL (^a_{novelty})

a basis for Muguet and an unequalled fixator

Our new Plant (over 30,000 sq. yards) is now in activity

PFALTZ & BAUER

300 PEARL STREET

INC.

NEW YORK CITY

IMPORTERS

EXPORTERS



ESSENTIAL OILS

CHEMICALS
SYNTHETIC AROMATIC

PERFUMERS' SUPPLIES

Sole Agents for

LA ZAGARA

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DISTILLERS OF

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For spot or contract requirements apply to

CHEMICAL WORKS ROERMOND

ROERMOND, HOLLAND

AMERICAN OFFICE 7 PLATT ST.
NEW YORK

FELIX COLA & SONET PARIS (France)

LABORATORIES

21 RUE DE LA MUETTE (Seine et Oise)

ESSENCES HYPERAROMES ESSENCES SUPERANTHÈMES

Something That Perfumers Are Looking For

THEY ARE IMPROVED ABSOLUTE OILS MADE
BY NEW PROCESS, REPRODUCING EXACTLY
THE PERFUME OF THE NEWLY CUT FLOWER.

19 Odors, absolute, semi-liquide and concrete.
ORRIS—AMBRETTE—ROSE — JASMIN—TUBE-
REUSE — CASSIE — CARNATION — FLEUR
D'ORANGER — RESEDA — NARCISSE — JON-
QUILLE—LILAC—LILY OF THE VALLEY—
HELIOTROPE—OAK MOSS—MOUSSE SUR
FLEURS—MIMOSA—VIOLETTE DE PARME—
FEUILLES VIOLETTIER.

OUR HYPERAROMES AND SUPERANTHÈMES
ARE SOLD AT THE MOST ADVANTAGEOUS
PRICE.

We are also making new series of Artificial Absolute Oils of Flowers—66 different new odors.

WE RECOMMEND OUR ESSENCES "FLUID-
AROMES" TO THE TOILET SOAP MANUFAC-
TURERS—A NEW INNOVATION.

General Agent for U.S.A. and Canada. Write for Catalogue

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262 Fulton St., Brooklyn, N. Y.
Phone: Main 3511

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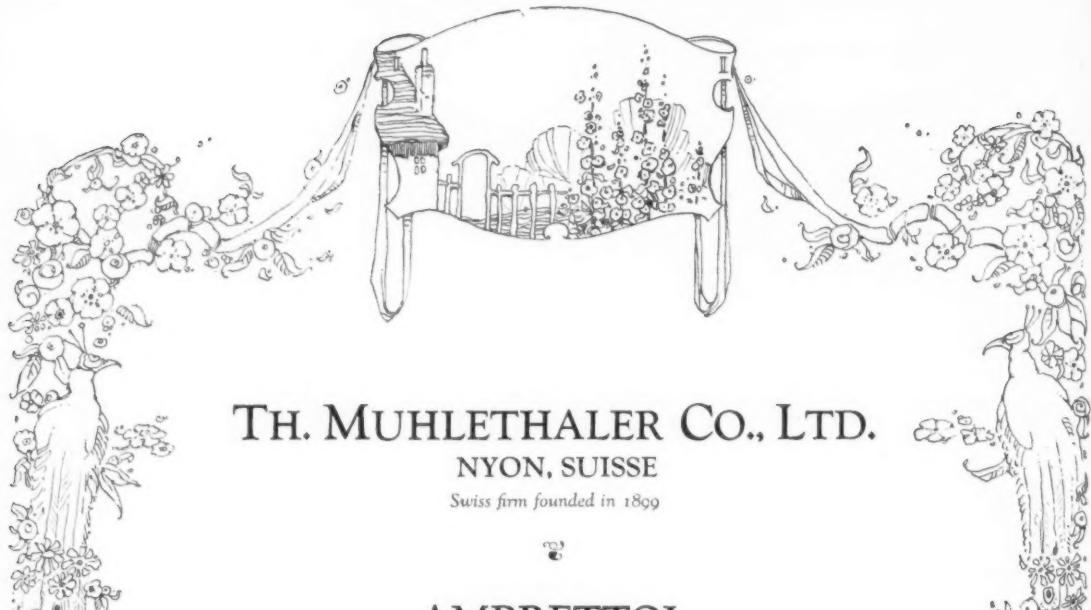
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COLLAPSIBLE TUBES

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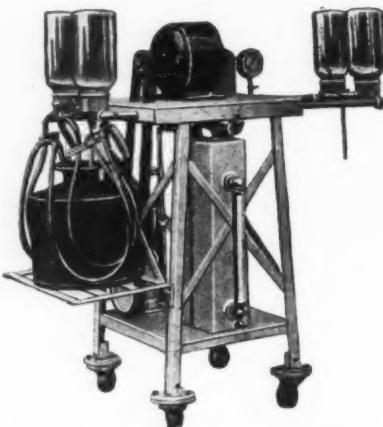
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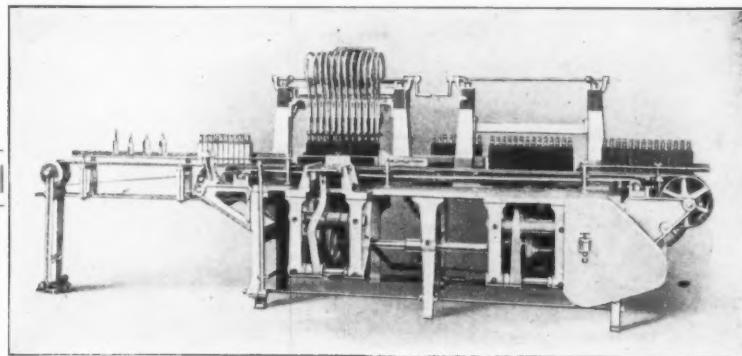
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The Clip that does not cut the tube.

Has an inside corrugation that absolutely prevents leakage.

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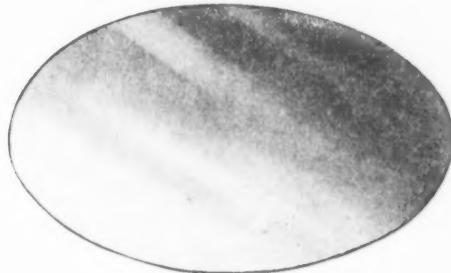
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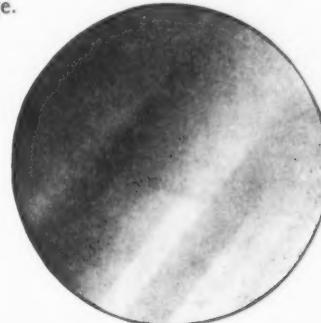
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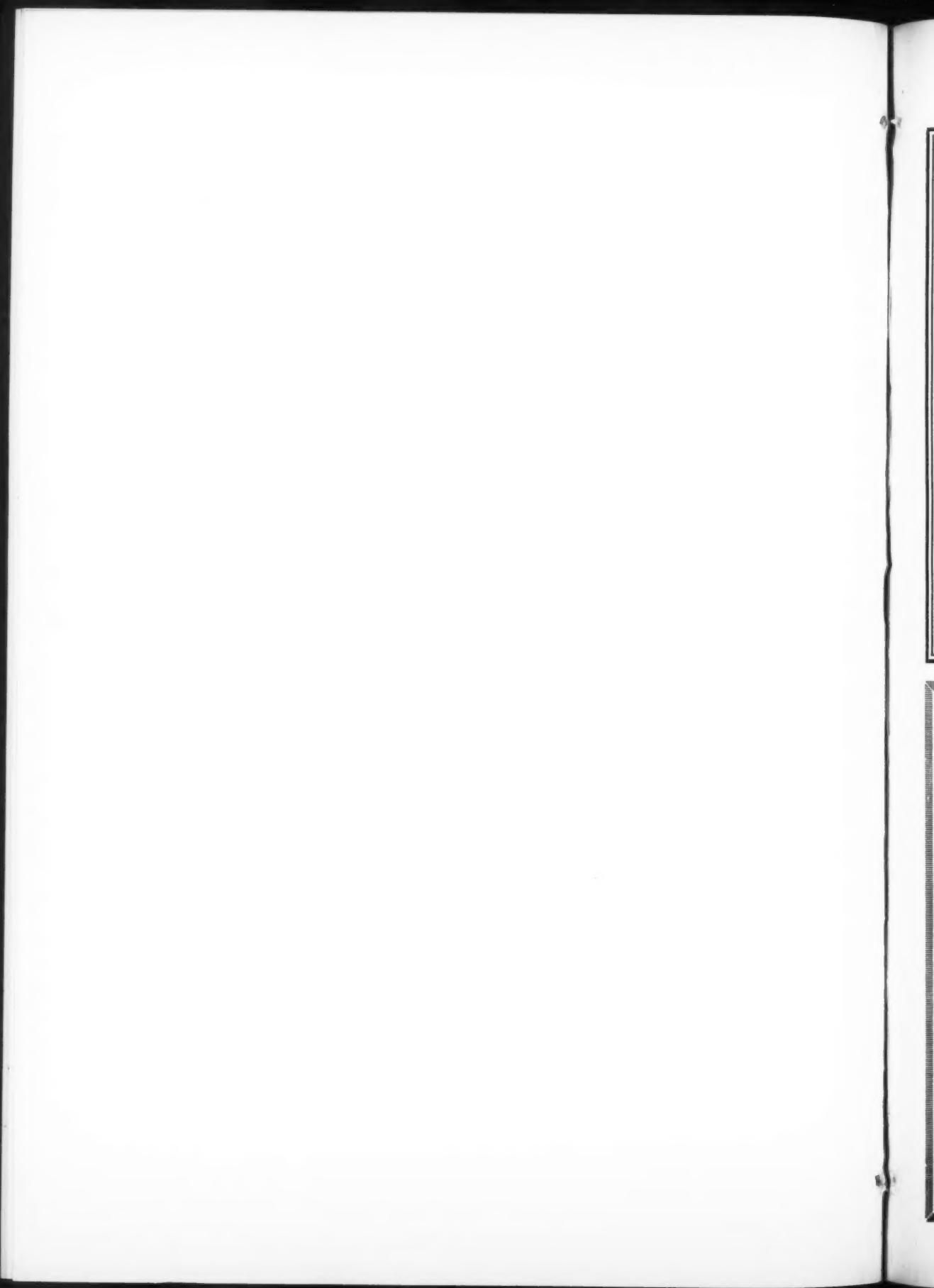
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GOOD LUCK, GOOD HEALTH, AND GOOD
CHEER—TO YOU AND YOURS
ALL THE NEW YEAR

1921

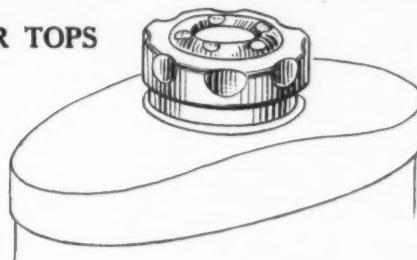
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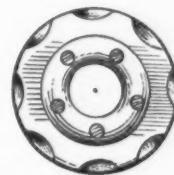
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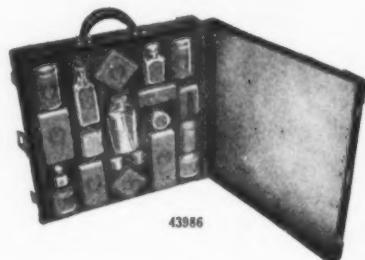
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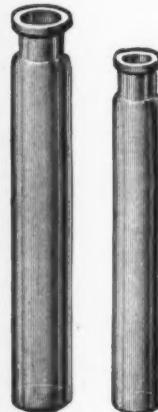
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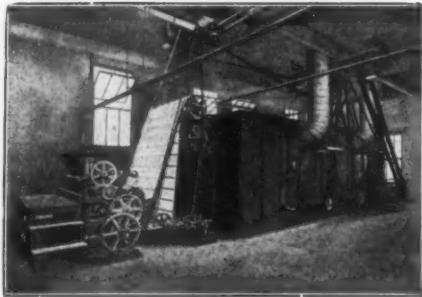
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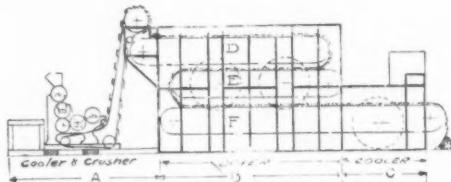
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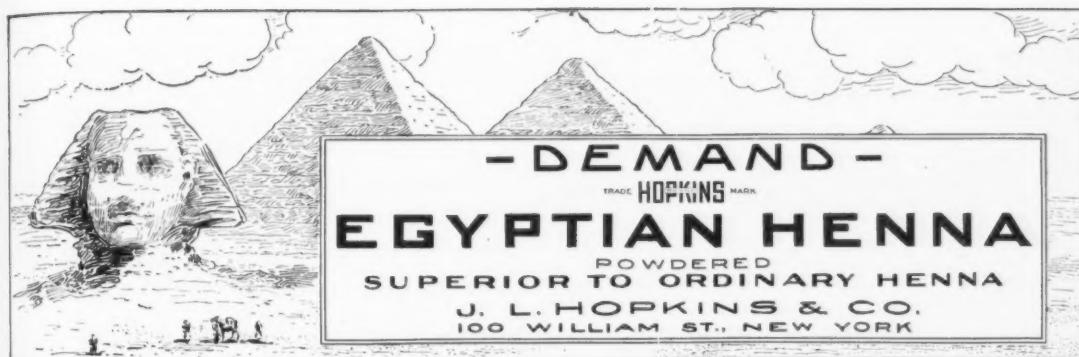
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Vials; $\frac{1}{2}$ -2 dr.

FOR PERFUME SAMPLING

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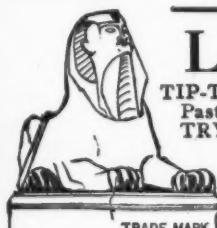
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44%, 60%, 80%
BEESWAX
pure white sunbleached
RICE STARCH
powdered
FILTER PAPER
FILTER MASSE

**THE
TWITCHELL PROCESS**

*THE STANDARD METHOD OF
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THROUGHOUT THE WORLD*

Kontakt Saponifier
FOR HIGH GRADE FATS

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The Twitchell Process Co.
CINCINNATI, OHIO

T U B E S

PURE TIN
DECORATED
OR PLAIN

MADE RIGHT
SHIPPED RIGHT

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NEW YORK

ALBION SILKY CORDS and COTTONS

FOR TYING
PERFUMES
ESSENCES
and
TOILET PREPARATIONS

ARTISTIC AND INEXPENSIVE

Manufacturers

THE ALBION SEWING COTTON CO., LTD.
FAWLEY MILLS, TOTTENHAM HALE
LONDON, ENGLAND

SETHNESS COMPANY

Manufacturers

Burnt Sugar Coloring “Caramel”

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OLEO RESINS OF	Orris Ginger Lovage Capsicum Celery Coffee Horehound Vanilla
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Aldehydes and Alcohols

Purest bases for Lily, Rose, Violet
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Geraniol, Geranium sauvage

Phenyletilic Alcohol

Mousse de Chêne absolue 100%

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Sole selling agent for U. S. and Canada
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HIGHEST QUALITY
IN SOLID OR POWDERED FORM

STEARIC ACID

HARD, WHITE, ODORLESS

RUB-NO-MORE-CO.

FT. WAYNE, IND.

Phenyl Ethyl Alcohol Phenyl Ethyl Acetate Rhodinol Extra

Superior quality
Spot delivery
Attractive price

Manufactured by

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EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

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Importer and Exporter
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Lithographed and plain Brass Rouge Boxes
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Rouge Placques

Powder and Tube Filling Machinery

Collapsible Tubes and Sprinkler Tops

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Collapsible Tin and Lead Tubes

Plain and Decorated

Sprinkler Tops

Essential Oil Cans, Screw Caps

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CONSOLIDATED FRUIT JAR CO.

NEW BRUNSWICK, N. J.

Phenyl Ethyl Alcohol, \$30.00 per lb.

One-half ounce will be mailed for 50c. in stamps.

American Beauty Rose, \$20.00 per lb.

A finished product, add nothing to it to make a finished perfume or toilet water.

Soluble in 88% cologne spirits.

Use two to eight ounces to make one gallon of perfumes and toilet waters.

Six drams will be mailed for 50c. in stamps.

O. C. BOWERS & COMPANY

Manufacturing Chemists

Oklahoma City

Oklahoma, U. S. A.

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TRADE-MARK PROTECTION

PERFUMER PUBLISHING CO.

14 Cliff Street

New York

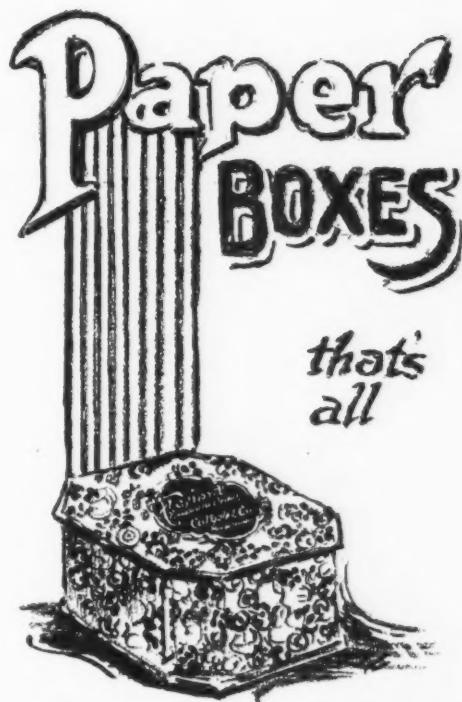
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Efficiency Engineer

Formulae furnished for the manufacture of Perfumes and Toilet Preparations. Manufacturing Plants planned and equipped.

Special advice on the manufacture of Tooth Paste, Shaving Cream, Soap Base, Liquid Shampoo, Hair Coloring and Dyes, Compact Rouge and Face Powder, Lotions, Toilet Creams, Greaseless and Cold, Rolling Massage and all Pharmaceuticals.

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Telephone, South 1307



*That same standard
of quality which long
ago designated us
as leaders in the
Art of Fine
Box-making
is to-day, as
then, our chief
consider-
ation.*

Wm. Buedingen & Son.NEW YORK
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The Tube Beautiful



VICTOR TUBES are as perfectly made as any other; they are delivered to you absolutely free from foreign matter. They have all the good qualities of every tube made, and more—they have beauty.

Place a Victor Tube alongside one of any other make, in the same design, and the difference is at once evident. The soft, even color-tones; the clean, sharp lettering; the hair-line registry—these qualities make the Victor distinctive.

The price of Victor Tubes may be a little higher than that of others, but the difference is negligible. *Shall we send you samples?*

Pure tin, lead or laminated.
Caps in all styles.

VICTOR METAL PRODUCTS CORP'N
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Benzyl Benzoate

100% Ester

Water white, odorless, free from chlorine

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EVERGREEN CHEMICAL CO.

Established 1898

171 BROADWAY, NEW YORK

Exclusively, Blended Conc Flower Oils and Colors for Manufacturers of Toilet Preparations

FOR COLD CREAM

Rose "E", \$26 a lb.
Rose No. 44, \$18 a lb.
Either one, 4 ozs. to 100 lbs.

GREASELESS CREAM

Lilac, No. 100, per lb., \$9
Lily "A", per lb., \$13.50
4 to 6 ozs. to 100 lbs.

FACE POWDER ODORS
in very large variety

Lilas de France per lb., \$26
½ oz. to gallon, 50% Spirits, for a
fine Lilac Water

Quinine F, per lb., \$7
¾ oz. to gallon, 50% Spirits

Write for price lists, also Booklet of Toilet Requisite Formulae, and if
you have any difficulties to overcome, let us know, we may be able to help
you out.

ECCO OILS



U. S. P.



190°

COLOGNE SPIRITS

Our present method of chemical control in distillation has completely eliminated aldehydes from EVERCLEAR Cologne Spirits, and guarantees an absolutely uniform, neutral and odorless spirit, particularly recommended to the Perfumer.

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DONALD WILSON



SYNTHETICS
CHEMICALS
ESSENTIAL OILS

FOR TOILET SOAPS
PERFUMES
TOILET ARTICLES

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**Hasoco Glycerine
Shampoo Paste**

**Hasoco Transparent
Coconut Oil Base**
(filtering unnecessary)

Write for samples and prices

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Metal Manufacturing
Corporation**

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Manufacturers of
**The Imperial Leak Proof
Sprinklers**

"Patented July 7th, 1914."

Gilt Edge
Trade Mark

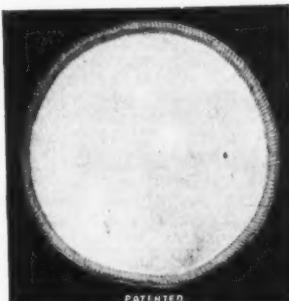
Gilt Edge Puff
Trade Mark

ARE THE ACME OF PERFECTION

Soft, thin and dainty. Made of hygrade cloths, chamois and combinations. Best adapted for vanities and compacts. We produce millions of powder puffs annually. Quantity production enables us to quote right prices.

WE ARE WELL EQUIPPED TO MEET YOUR REQUIREMENTS.

THE FIRST AND FOREMOST MANUFACTURERS OF POWDER PUFFS IN AMERICA

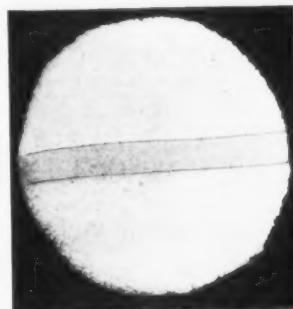


*If it's a Powder Puff or
Powder Cloth We
Make It*

MARCUS & SMITH

Manufacturers

380 LAFAYETTE STREET
NEW YORK, N. Y.



Gilt Edge
Trade Mark

AROMATIC SYNTHETICS

Citral
Cinnamic Acid
Chlorstyrol
Coumarin

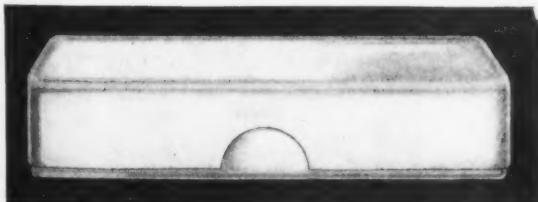
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Methyl Indol
Oenanthic Ether

Phenylacetaldehyde
Solventol
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Violet Ketones

KENART SYNTHETIC PRODUCTS COMPANY

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"CELLULOID" BOXES

Possess a distinctive dignity and sanitary appeal.
Our line is characterized by handsome designs
and perfect workmanship.

Staple designs furnished promptly.
Special styles made to order.

We solicit your inquiries for Celluloid
Containers of any description.

THE SILLCOCKS-MILLER CO.

Artificers in Celluloid

SOUTH ORANGE,

NEW JERSEY

**HOW ARE YOUR GOODS TIED ?**

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

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Successors to M. Heminway & Sons Silk Co.
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BUSINESS OPPORTUNITIES

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD, GLUCK STEEL BARREL CO., PERTH AMBOY, N. J.

WANTED—Procter soap chip dryer. Give price, size, condition, etc. Address B. O. No. 804, care of this journal.

FOR SALE—One Day Packer for filling talcum powder and face powder. One Day Sifter and Mixer, capacity 200 lbs. Two Colton Tube Filling Machines; other machines for Tubes. Address, Mills Brothers Co., No. 325 W. 3d St., Cincinnati, O.

Enterprising Chicago concern, well known amongst the largest buyers in the west, solicits representation for Chicago and surrounding territory, of two or three first class houses dealing in essential oils and other raw materials used by perfumers and soap manufacturers. Highest references furnished. Address B. O., No. 820, care of this journal.

FOR SALE—At a bargain, one lot of excellent Rose Face Powder. One that is sure to bring repeat business. Price on application. Address B. O., No. 819, care of this journal.

FOR SALE—Werner & Pfleiderer Universal Kneading & Mixing Machine, size 11, type III, class BB, with Bronze Blades and Bronze Lining, working capacity about 9 gals., perfect condition, no reasonable offer refused. Dr. Joseph J. Zamm, 203 W. Otterman St., Greensburg, Pa.

(Continued on page 114)

LIQUID CONCRETES

WELL-KNOWN MAKES
ORIGINAL 1 LB.- PACKAGES
PRICES ON APPLICATION

JASMIN

TUBEROSE

ROSE

L. A. VAN DYK
Manufacturing Chemist

110 West 14th Street
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1114 State-Lake Bldg.
Chicago

The Debauch of Extravagance is Over

Normal conditions are being restored in every line of business. New contracts at the right figures are in order. Without boasting I want to say that I guarantee

Satisfactory Work—Fair Prices—Dependable Service

Why Not Find Out?

GEORGE J. GILLIES, *Builder of Better Paper Boxes*

268 STATE STREET, ROCHESTER, N. Y.

Special Prices on Combination Sets for November and December Deliveries
New York Office: Doane Hage, 59 Fourth Ave.

**Karl Kiefer
Automatic Rotary Vacuum Filler**

Fills extracts, perfumes, ink, toilet water—any liquid.
60 to 100 bottles a minute.

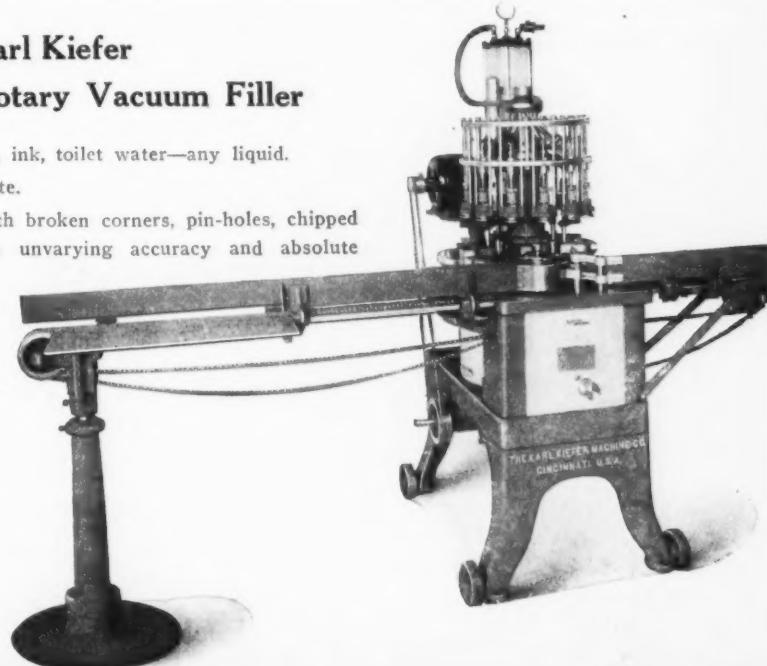
Will not fill bottles with broken corners, pin-holes, chipped mouths, etc. Fills with unvarying accuracy and absolute cleanliness.

Bottles may be fed into machine automatically and are discharged automatically onto our Corking Conveyor.

A simplified, reliable machine; superior in workmanship and of high mechanical efficiency.

Write for details.

THE KARL KIEFER MACHINE CO.



Cincinnati, Ohio

Shipkoff's Pure Otto of Rose

The test of Cheapness is Quality—not price. Shipkoff's Otto of Rose is the Cheapest, because it is the best in the market. It is the Standard Brand—always pure, uniform and one quality only. Before placing your contract, be sure to get Shipkoff's sample and price and try it.

Once tried—always used.

Highest Awards at all Universal Expositions—including four grand prizes.

SHIPKOFF & CO.

Kazanlik, Bulgaria

Branch office in Sofia

Model steam factories in Kazanlik, Kalofer, Karlovo and Rahmankari

New York Depot:

**SHIPKOFF & CO., 18-20 Platt Street,
New York, N. Y.**

BUSINESS OPPORTUNITIES—Continued

FOR SALE—One new Alexander compact rouge machine at one-half price. Box 816, Memphis, Tenn.

HELP WANTED

A well established concern manufacturing a high grade line of flower compounds and dealing in raw materials for perfumes, soaps, flavoring extracts, etc., desires the services of a representative for the Western Coast and also southern States. Commission basis. Fine opportunity for the right party. State experience if any. All correspondence treated strictly confidential. Address H. W., No. 821, care of this journal.

SALESMAN WANTED—To carry powder puffs as side line on commission basis. This line includes new branch, which is so original and attractively packed that results are assured. State territory you cover and line you carry. Address H. W., No. 822, care of this journal.

SALESMEN—Experienced with the retail drug trade. Exceptional opportunity for right man. Start after the 1st of the year. Drawing account against commissions. Address H. W., No. 823, care of this journal.

Manufacturer of powder puffs has an excellent side line proposition for salesman calling on wholesale drug and sundry trade. Mention territory. Address H. W., No. 824, care of this journal.

A manufacturer of an unusually extensive and attractive line of toilet preparations desires to secure the services of several experienced salesmen, who are able to present the best of references and who are thoroughly acquainted with the trade. Please give fullest information in your first letter, which will be treated strictly confidential. A. Simonson, 506 Fifth Avenue, New York City, N. Y.

SITUATIONS WANTED

CHEMIST, broad experience in essential oils, analytical and synthetic, qualified perfumer in soaps, powders and extracts; highest references; desires new connection. Address S. W., No. 827, care of this journal.

(Continued on page 116)



ESTABLISHED 1890

FOREIGN—TALC—DOMESTIC

KAOLIN
ZINC OXIDE
MAGNESIA CARBONATE

SOAP POWDER
ZINC STEARATE
PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

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WHITTAKER, CLARK & DANIELS, INC.
IMPORTERS AND EXPORTERS

250 Front St.

New York

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

**LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—
PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING
CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.**

AMOLE SOAP CO. TIPPECANOE CITY, OHIO



GIO. F. SCO MARANGOLO
MESSINA
SICILY

WE SPECIALIZE IN
OILS OF
**LEMON ORANGE
BERGAMOT
NEROLI**

SOLE AMERICAN AGENTS
FREDERICK H. CONE & CO. Inc
181 FRONT STREET, NEW YORK



PERFECT ROUGE & POWDER COMPACTS

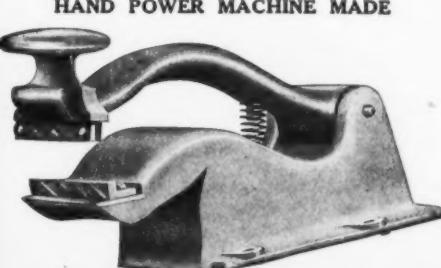
Made Best, Easiest and Quickest on the

Alexander Patented Compact Rouge Machine

OVAL LIP STICK MOULDS \$100.00—ROUND \$75.00 UP

A. ALEXANDER, 453-19th ST., BROOKLYN, N. Y.

TELEPHONE SOUTH 1307



THE "STANDARD" TUBE CLOSING MACHINE

COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

STANDARD SPECIALTY AND TUBE CO.

NEW BRIGHTON, PA.



**Com-Pay Gold, Silver
and Color Foil Labels
for Toilet Soap and
Candy Manufacturers**

Printed and
Embossed Colors and
Tints

Com-Pay Label Co. Inc.

711 S. Dearborn St. Chicago Ill.

SITUATIONS WANTED—Continued

CULTURED LADY, who has the English language well at her command, familiar with Toilet and Beauty Culture preparations, also their manufacture, would appreciate a position to take charge of show room in New York. No demonstration. Applicant has posed for her head and artists concede it to be of Florentine type and profile, oval face, perfect eyebrows, mouth, lips; creamy complexion. Address S. W., No. 825, care of this journal.

PERFUMER CHEMIST and manufacturer, competent, resourceful, experienced. Ten years in employ of largest producers of perfumes, cosmetics, dental, manicure and toilet preparations. Specialist in rouge and powder compacts. Would like to hear from progressive concern that is looking for proven business, technical, mechanical and artistic ability of the highest order. Address S. W., No. 826, care of this journal.

TOILET GOODS SALESMAN with very best references and over ten years' road experience intends to make change. Address S. W., No. 817, care of this journal.

CHEMIST, experienced in perfumery, toilet articles, flavoring extracts, bakers' and confectioners' supplies, desires to connect with a first class house. Address S. W., No. 831 care of this journal.

SALESMAN, clean-cut American, 27 years old, desires connections with reliable toilet goods firm, or kindred line. Address S. W., No. 828, care of this journal.

PERFUMER, nine years' experience in the manufacture of toilet preparations, perfumes, etc. Can take full charge of department if necessary. Best of references. Address S. W., No. 829, care of this journal.

GERMAN CHEMIST, at present associated with laboratory, wishes to sever connections. Wishes to identify with capable manufacturer of Synthetic Flower Oils, Chemic Aromatics, Pharmaceutical and Cosmetic Preparations. Address S. W. No. 830, care of this journal.

 No. 116	 No. 47	 No. 167	 No. 148
BRASS GOODS MFG. CO. 345 Eldert St., Brooklyn, N. Y.		 No. 162— SELF-CLOSING CAP.	
Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth-powder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.			
<small>Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.</small>			
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STOKES**Powder Filling
Machines**

are packing most of
the best makes of

Toilet Powders

on the market.

They handle any
shape of container

**Rapidly and
Accurately**

Send for circular



**F. J. STOKES MACHINE COMPANY
PHILADELPHIA, PA.**

**Move Your Goods Efficiently**

The truck illustrated above is made in a wide variety of constructions and is specially designed when necessary. Tear out this ad and pin it to your letterhead. We will send you complete information and prices.

Dept. G.

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Bridgeport (near Philadelphia), Penna.

Branch Factory and Warehouse, Chicago
Offices in Principal Cities.

In Canada:
Diamond State Fibre Co. of Canada, Ltd., Toronto

J. N. LIMBERT & CO.
12 South Marshall Street
PHILADELPHIA

**Importers
of
Vanilla Beans**

All Varieties

**EMBOSSSED SEALS
AND LABELS**

GOLD
AND
SILVER

COLORS
AND
TINTS



*For Perfume, Toilet
and Soap Manufactures
And any other purpose
where seals are used
All manufactured on our
premises*

"National"
Certified Food Colors

Bulletin No. 4

The specifications for your products doubtlessly demand all material be properly prepared and refined, particularly the colors. The dealer is better satisfied when knowing artificial colors have been "certified" to the Government specifications.

"National" Food Colors are Certified.

National Aniline and Chemical Co., Inc.
Certified Food Colors Division
21 BURLING SLIP NEW YORK

Quality

ETHYL ACETO-ACETATE

American Synthetic Organic Chemical Industries must have dependable American sources of basic materials.

This Company recognizes the importance of permanent independence of American Chemical Industries and therefore has determined to offer such basic products as may logically be made from its available materials.

As manufacturers of large tonnage of anhydrous chemically pure Ethyl Acetate, we become the logical producer of Ethyl Aceto-Acetate.

Ethyl Aceto-Acetate in commercial quantities, of unexcelled quality and from a dependable American source, is now offered by this Company.

U. S. INDUSTRIAL CHEMICAL CO.

27 William Street New York City

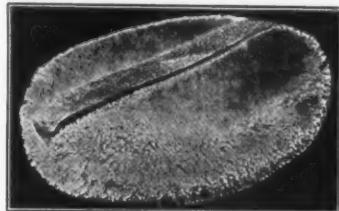
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THE COSIN CO. ORIGINAL MANUFACTURERS OF GENUINE WOOL POWDER PUFFS

200 Fifth Ave., New York City.

offers the trade direct both wool puffs and highest grade cotton velour puffs, made in 14 sizes of the best materials and workmanship. Samples on request.



EXPORT SHIPMENTS, properly packed—prompt deliveries. SIZES GUARANTEED AS LISTED IN OUR PRICE LISTS.



VANITY PUFFS

5 COLORS—TO HARMONIZE WITH ANY PACKAGE

T A L C

DUNN & KRUSE : : New York

LIQUID SHAMPOO
SHAMPOO PASTE
LIQUID SOAP
LIQUID SOAP BASE

All our Products are made of the very best raw materials obtainable, being all pure cocoanut oil, potash Soaps, they are especially desirable for Liquid Soap purposes.

Samples and prices on request.

JAMES COUNTS COMPANY
5236 N. Market St.,
St. Louis, Mo.

MAGNESIA
CARBONATE

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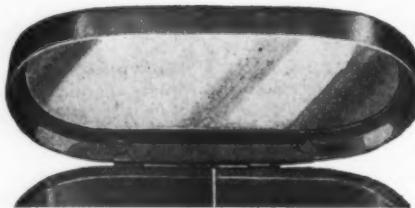


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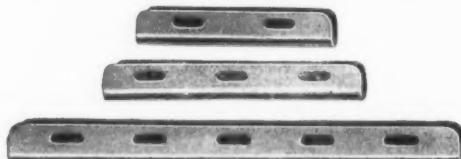
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